

BRC
Specialists in Reinforced Concrete Design
& Suppliers of Reinforcement

FINANCIAL TIMES

No. 26,852 Tuesday December 23 1975 ***10p

HINE
connoisseurs' cognac

NEWS SUMMARY

GENERAL
London bar blast: 6 held
Five men and a woman have been detained by police investigating last Saturday's bomb blast at Biddy Mulligan's bar in Kilburn, London.
Four of the men were held in Glasgow and West Scotland on Monday night and one man and a woman were detained in London. A quantity of explosives was seized in Glasgow.
Mr. Merlyn Rees, Northern Ireland Secretary, yesterday said community leaders in London should be given more and public support to the security forces. He was speaking at a meeting of the United Irishmen's Council at Mount Castle.

BUSINESS
Gold index gains 16.6 as equities fall 5.6
EQUITIES were dull and the FT 30-Share Index closed at the day's lowest, down 5.6 at 363.7. Falls led rises in FT-quoted Industrials by 2.1. But the Gold Mines Index added 16.6, its biggest one-day rise for over seven months, to close at 242.7.
GILTS continued to improve, with gains ranging to 1. Government Securities Index rose 0.36 to 59.22.

U.S. charges
Five Irish-Americans were indicted by a Federal Grand Jury in Philadelphia yesterday on charges of smuggling guns and ammunition to the IRA in Northern Ireland.
The men were charged with having 378 rifles and 140,000 rounds of ammunition to the IRA since August 1970. There were other charges of attempting to use rocket launchers and machine-guns for use by the IRA.
irliner breaks two at Milan
Trans World Airlines Boeing 747 from New York crashed and broke into two while landing at Milan yesterday, injuring people. The pilot, co-pilot and two others were taken from the wrecked flight-deck badly hurt. One of the 113 passengers, a 14-year-old girl, was killed. The other 112 were injured. The plane was making a low-altitude approach to the runway when it hit the grass and broke in two.

abrokes to run rand National
Grand National has been set in a £1.5m. deal between three owners. Mr. Bill Davis, Ladbrokes, the bookmakers, will manage the course and give all the income for the 17 years.
all charges ay rise again
Sharp drop in Christmas mail already raised the prospect of a further increase in postal rates next year. Provisional estimates suggest that seasonal rates will be up by at least 10 per cent.

juries award Lady Lucan
County of Lucan, 35, is receiving a "full award" of £100,000 for injuries suffered by her son, Lord Lucan, who died in a car crash in 1973. The award is the highest ever made for a personal injury claim.
viet radar g Luanda
Soviet Union has installed sophisticated radar system in Angola in support of MIG 21s which its technicians are ordered to be assembling from deliveries. Page 4

iddle slip
Instructor Robert Moun- who pleaded guilty to being drunk in charge of a horse in London's Hyde Park, was fined at Bow Street court yesterday. Moun- said that he had been taking Scotch at a party, the instructor added, and the horse had a Guinness.
tefly ...
Frost, TV performer, was fined £20 at Guildford after being guilty of refusing to give a breath test.

IEF PRICE CHANGES YESTERDAY
Prices in pence unless otherwise indicated

	RISES	FALLS
Arbutnot Latham	155	-5
Bardays Bank	291	-10
Beecham	335	-4
Brit. Home Stores	328	-5
Brit. Leyland	27	-3
Brockhouse (J.)	175	-7
Clover Dairies	131	-7
Comm. Union	30	-3
Fodens	145	-5
General Accident	153	-5
Glaxo	365	-5
Hawker Siddeley	312	-7
Magnet & Southern	168	-7
Nat. Westminster	228	-7
Northern Foods	73	-5
P & O Ltd	84	-2
Pullman (R. and J.)	32	-4
Turner and Newall	125	-4
Narrow	580	-7
Shell	362	-8
Kamunting	35	-5

Record £123m. loss for Leyland despite high truck profits

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

British Leyland's record loss of £123m. last year will be followed shortly by some reorganisation and management changes in the car division, the company's leading problem area.
Trading losses of £109m. in the car division — just £39m. short of the record Volkswagen deficit last year — more than wiped out the profit of £27m. from the truck and bus interests and £6m. from special products.
The company also had to make a £80m. extraordinary charge against the cost of closing down operations in Australia, Spain and Italy.
The reorganisation in Leyland Cars will entail an alteration in the structure as it was laid down in the Ryder Report. In turn, this will involve some personnel changes.
Behind the reconstruction is the desire to put the responsibility for production down to plant manager level. One of the criticisms of the post-Ryder organisation has been that managers at this level do not have enough authority. It has been argued that this is one of the reasons behind the car division's poor output record.
By increasing exports in a year when truck sales in the U.K. have been depressed and after a lean spell of investment in this section of the group.
It is unlikely that trucks and buses will be able to make such high profits this year, since the U.K. and several overseas markets have become tighter, but British Leyland expects the division to remain in profit.
Most of the pressure for improvement is being directed at the car interests and is partly responsible to the separation of the results from the different divisions. The B.L. Board takes the view that workers and management in the car organisation must be shown their relative lack of profitability.
Lex, Back Page.

LEYLAND RESULTS (£m.)

	1975	1974
Sales	1,666	1,595
Loss before tax	76.1	2.3
Loss after tax	63.2	6.7
Minority interests in subsidiaries	0.7	1.5
Loss before extraordinary items	63.9	8.2
Extraordinary items	59.6	15.7
Loss after extraordinary items	123.5	23.9
Value of direct exports from U.K.	589.0	485.0
Unit sales (home and export)	845,000	1,020,000

Orders

According to Mr. Alex Park, B.L.'s managing director, there are now plenty of opportunities to sell the cars if only they can be produced. Orders, he claims, are higher than they were at this time last year, both in the home and overseas markets, and although the company is still making a loss, it could be in profit this year if it could match

U.S. persuades Gulf Oil to halt Angola operations

BY BRIDGET BLOOM IN LONDON AND GUY DE JONQUIERES

IN A MOVE designed to affect the fortunes of the Soviet-backed MPLA in the Angolan civil war, the U.S. Administration has successfully urged Gulf Oil to stop its operations in MPLA-controlled Cabinda, withdraw its personnel and halt its dollar revenue payments to Luanda.
An announcement from Gulf's Pittsburgh headquarters said yesterday that the company was temporarily suspending its operations in Angola. It also disclosed that it has ceased paying royalties to the Popular Movement (MPLA) and that its tax and royalty payments — amounting to about \$125m. — will be held in a special interest-bearing account to be held for the benefit of the people of Angola.
The Gulf move, which is the result of pressure from the Ford Administration, comes only days after the U.S. State Department announced that it was suspending operations there temporarily because "border warfare and continued civil war in Angola have made it impossible for the movement of personnel, supplies and equipment necessary for the maintenance of operations" to continue.
Apart from Gulf, MPLA's only other major source of revenue given the slump in coffee exports, comes from Diamang, the diamond mining company in the north-west, which has been providing about £3m. or 28 per cent. of total exports. Although Diamang is controlled by South Africa, U.S. and British interests, revenue has been paid to the MPLA over the past few months.
It is not clear whether the Angolan Finance Ministry in Luanda, which is also in the hands of the MPLA, will accept the Gulf's last quarterly payment of \$116m. was made last month automatically through a dollar transfer to the Bank of Angola in Luanda.
Gulf said that the State Department had asked it to move its personnel and dependants promptly out of Angola for safety reasons.
It was suspending operations there temporarily because "border warfare and continued civil war in Angola have made it impossible for the movement of personnel, supplies and equipment necessary for the maintenance of operations" to continue.
The Dutch however are digging in their heels. Not only do they have doubts on the move's legality, but they are infuriated that it was settled over their heads at the Rambouillet economic summit.
To make matters worse, Mr. Duisenberg was undoubtedly emboldened by the decision of the Ten to replace him with M. Willy de Clercq, the Belgian Finance Minister, as chairman of the Committee of 20 in Kingston — a step which could easily be read as collusion to remove a potential stumbling block to agreement.

France ready to buy IMF gold 'under Group of Ten agreement'

BY RUPERT CORNWELL PARIS, Dec. 22.

FRANCE is ready to begin buying gold sold by the International Monetary Fund, making its purchases through the Bank for International Settlements under the agreement it claims was reached on Friday by the Group of Ten richest industrialised nations.
M. Jean-Pierre Fourcade, the French Finance Minister, said today that central banks could now purchase the metal at will over the four years that the 10 Finance Ministers decreed that sales by the specially created Trust Fund should run.
The fact that the French Government has felt obliged to issue a clarification so soon is proof of the misunderstandings and ambiguities which surround the outcome of Friday's talks.
Holland and France, in particular, are in open disagreement. At his Press conference on the evening of the talks, Mr. William Duisenberg, the Dutch Finance Minister and Group of Ten chairman, would not admit that central banks could buy gold, by whatever means, until the proposed changes in IMF statutes have been ratified — probably not for a year yet.
This was flatly contradicted by the French Finance Minister. A statement spoke of "erroneous information" on the agreement and claimed that the banks could start buying through the BIS, as soon as the overall package on gold and exchange rate reform had been endorsed by the Fund's Committee of Twenty in Jamaica next month.

FEATURES	ON OTHER PAGES
Terrorism round the world	10
No need for a surgeon's knife	11
New year resolutions for Haw Par and SWS	13
After the U.S. tax votes	5
Appointments	8
Announcements	5
Arts	3
Base Landing News	12
Business News	7
Company News	12
Crestwood	12
Finance	25
Farming and Raw	25
Materials	25
Portugal	25
PT-Accumulator Indexes	25
Home Merg	25
Int. Company News	25
Labour News	25
Leaving Articles	20
Letters	15
Lot	20
Lombard	2
Man and Nature	2
Mining News	12
Money Market	12
News	2
Racing	2
Share Information	2
Stock Exch. Report	16
The Technical Page	1
To-day's Events	21
TV and Radio	2
Wall St. & Overseas	24
World Trade News	4
World Value of the £	2
Yachting	2
PROSPECTUS	6, 7
2 (Continued Page 12)	
ANNUAL STATEMENTS	13
Aut. H.Z. Btu.	13
Midhead	12
INTERIM STATEMENT	2
S. Hoffmann	21

Bigger cut planned in BBC spending

BY ARTHUR SANDLES

BOTH THE Government and the unions have now been told by the BBC that its cash crisis is considerably worse than predicted. A further £10m. is to be knocked off the Corporation's programming, capital expenditure, and development budgets over the next 15 months.
But the BBC will still be £30m. in the red by April 1977 — the legal limit for its deficit.
The Corporation has made it clear to the Home Office, which now has the BBC under its Ministerial wing, that the cuts are the only way in which it can hope to last out the two-year term it was given by the last licence fee increase. It has promised not to ask for more until the Spring of 1977.
Although building projects will not be stopped in mid-stream, no further ones will be started. Development of the UHF 625 system to cover the nation will be seriously affected — with implications for rural parts of Scotland and Wales which cannot yet receive BBC 2.
As far as programmes are concerned, the BBC has yet to discuss what the additional cuts will mean with the unions. More cuts in programme expenditure which has already been trimmed, will be another setback to multi-cast, multi-scene productions of any type.
The BBC's latest crisis is partly the result of a collapse in the colour television market. Home Office predictions of BBC needs were heavily based on anticipated conversions from monochrome receivers, which have an EEL licence fee, to colour, at £18.
It was assumed that 1.8m. colour sets would be sold in 1975-76, and a further 1.8m. in 1976-77. The alarm rang at the BBC when the total of colour licences for the first seven months of this year reached only 446,000, half the 1974 total for the same period.
Internal BBC assessments of the market now suggest that only 1m. colour television sets will be sold in Britain in the current financial year, and perhaps 1.2m. next year, thanks partly to the recent changes in h.p. and rental restrictions.
With these new figures in their hands, BBC senior management saw a projected deficit of £40m. arising by April, 1977. So the £10m. saving became not only important, but the only way the Corporation could avoid the possibility of having insufficient money to pay its salaries.

Terror group fly on with hostages

BY JAMES BUXTON

THE AUSTRIAN AIRLINER carrying senior Middle East Oil Ministers and their captors was flying last night from Algiers to unknown destinations, believed to be the capitals of seven countries from which the Ministers came, starting with Tripoli, Libya. The aircraft landed there just after 6 o'clock.
It is reliably understood that "Carlos" entered the building before the other terrorists and took the lift to the second floor, before descending to the first, where the conference was. This would account for the observation by all reporters near the door of the office block housing OPEC's headquarters on four 1 and 2 at No. 10 Doktor Karl Lueger Ring that only five people went into it before the seizure of the conference.
Hostages said that the woman in the gang was undoubtedly the European origin although they could not say of what nationality. In the initial flurry she was responsible for the death of one of an Austrian security men killed and also wounded Subah Nasser, the Kuwait expert.
The terrorist who was fatally shot was German, while the other three were Arabs, two of them Palestinians. Hostages were impressed by the command and coolness of "Carlos".
When, shortly after the break-in, Austrian police tried to break in he halted them by throwing a grenade.
Also killed by the terrorists was an armed bodyguard attached to the Iraqi delegation. Almost undoubtedly, he was the only one accompanying any of their Ministers and their teams.

Kreisky speaks

Paul Lendvai writes from Vienna: Dr. Bruno Kreisky, Austrian Chancellor, also said at a Press conference that the leader of the terrorists claimed in a message that he was "Carlos". According to Herr Otto Roesch, the Minister of the Interior, all witnesses described the leader as a Latin American, but most said he did not resemble the photo of "Carlos".
Dr. Kreisky stressed that the aircraft was Algeria was to save lives. He refused to be drawn by questions as to whether the leader of the terrorists was "Carlos".
Richard Johns reports from Vienna: The leader of the gang which captured the OPEC conference did claim to be "Carlos" in exchanges with delegates.
Described as the completely dominant figure in the group, he singled out various Ministers to lecture them on his ideological beliefs. He identified himself as "Carlos".

Why Hine cognac should cost more.

Inside every bottle of Hine Cognac, there's over 200 years' experience.
The firm to which Dorset-born Thomas Hine gave his name has been blending and selecting Cognac since 1763.
Only the very best Cognacs are selected to carry the famous Hine labels.
Like all craftsmanship, this doesn't come cheaply.
Even so, careful shopping might uncover a bottle of Hine for no more than ordinary Cognacs.
So you can enjoy the connoisseurs' Cognac without having a connoisseur's wallet.
For an informative booklet on Cognac, send postcard to Dept. FT 6th Floor, 1 Oxendon Street, London SW1Y 4EG.

A job for the Christmas spirit

BY C. GORDON TETHER

"MILLIONS could never dream of enjoying the sort of hospitality you have given us tonight," said Mr. Gordon Tether, the Chancellor of the Exchequer, in his address to the bankers' banquet at the Mansion House in the autumn. He was doubtless hoping to spike the guns of critics of socialist involvement in such exhibitions of public splendour by tacitly drawing attention to the arguments against it himself. These whose duties or other circumstances result in their savouring such grand scale "enjoyments" frequently will question whether those who have the privilege are all that much to be envied. It is no secret, after all, that the caterers experience a good deal of difficulty in doing justice to the amount expended on the food. And those who eat it are destined to be very much in the nature of a captive audience for the speeches to follow.

So it would not be altogether surprising to find that, since such pomp and circumstance is becoming increasingly difficult to reconcile with the spirit of the age, many of the "privileged" are themselves beginning to feel that other ways should be found of fulfilling whatever purpose these functions are intended to serve.

Arduous

However, the main point I want to make in this article is that if City handiwork is in the "beyond the dreams of avarice" for the millions of Mr. Healey's fellow-countrymen, the humble fare—meat and two veg. for lunch and fish and chips for supper—to which they are restricted, in relative terms, even further beyond the reach of hundreds of millions who inhabit the Third World.

A quarter to a third of the world's population lives in countries where the average person has to cover the whole of his year's budget with less cash than his British counterpart spends in a fortnight. And making due allowance for the fact that, necessarily being the mother of invention, he or she makes the available money go a good deal further than all except those in the most deprived circumstances do here, this means that keeping body and soul together is an extremely arduous business.

Indeed, it is not difficult to see that, for many of those condemned to such privation—and to the ill-health and other afflictions that go with it—life may well appear during much of the

RACING BY DOMINIC WIGAN

Bookies don't always win

WITH CHRISTMAS drawing asked the price of one of the horses. "Six-to-four," replied the bookmaker, upon which the punter extended two shillings from a bulging wallet and in return received a card recording the bet.

The bookmaker, suitably impressed by this display of ready cash, invited his new-found client to repeat the wager, and the offer being accepted, two more "shillings" changed hands.

It was on the tip of the bookmaker's tongue to offer the bet a third time, but an innate sense of decency dissuaded him. Instead, he leaned over the rails and observed somewhat shame-

lessly: "You know, this animal that you've been backing. Well, I may interest you to know that it belongs to me."

"That's as may be," came the unprompted reply. "But what you evidently don't know is that I own the other two."

Another interesting story that refers to the temporary embarrassment of the bookmaking community is recorded by Mr. Bull in his book, *The Bookies of 1945*. Mr. Bull, the chairman of Timeform, described the circumstances as follows:

"When Trumvir won at Windsor, he landed one of the most cleverly executed starting price operations of recent years. In the old days, they used to rely on cutting telephone wires and so forth to prevent SP commissions from reaching the course.

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

"Needless to say," Cartaret, in the same ownership as Trumvir, did not run in the last race. Had she done so, the blower would have had so much money to unload on her that, to put it bluntly, he would have been the injured S.P. bookmaker. "Cartaret would have started at 20-1 on if she had been an Army mule of a Shetland pony!"

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

"Needless to say," Cartaret, in the same ownership as Trumvir, did not run in the last race. Had she done so, the blower would have had so much money to unload on her that, to put it bluntly, he would have been the injured S.P. bookmaker. "Cartaret would have started at 20-1 on if she had been an Army mule of a Shetland pony!"

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

No racing to-day

facely: "You know, this animal that you've been backing. Well, I may interest you to know that it belongs to me."

"That's as may be," came the unprompted reply. "But what you evidently don't know is that I own the other two."

Another interesting story that refers to the temporary embarrassment of the bookmaking community is recorded by Mr. Bull in his book, *The Bookies of 1945*. Mr. Bull, the chairman of Timeform, described the circumstances as follows:

"When Trumvir won at Windsor, he landed one of the most cleverly executed starting price operations of recent years. In the old days, they used to rely on cutting telephone wires and so forth to prevent SP commissions from reaching the course.

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

"Needless to say," Cartaret, in the same ownership as Trumvir, did not run in the last race. Had she done so, the blower would have had so much money to unload on her that, to put it bluntly, he would have been the injured S.P. bookmaker. "Cartaret would have started at 20-1 on if she had been an Army mule of a Shetland pony!"

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

"Needless to say," Cartaret, in the same ownership as Trumvir, did not run in the last race. Had she done so, the blower would have had so much money to unload on her that, to put it bluntly, he would have been the injured S.P. bookmaker. "Cartaret would have started at 20-1 on if she had been an Army mule of a Shetland pony!"

Those who backed Trumvir relied upon psychology. "There was a million of money for him SP, well, I bet," but practically all of it in doublets, trebles and accumulators with odds-on chances, and most of it running up on to a filly called Cartaret in the last race. That, of course, is the "mug's" way of betting, so not unnaturally little notice was taken of it.

"What bookmaker," asks Mr. Bull rhetorically, "would worry about doublets and trebles and accumulators of which the first leg is a horse which has won only one race in four seasons and the last, a filly which has never been placed? Consequently, the offices did not wake up to the fact that they had been caught until Trumvir had won the two o'clock race at 20-1."

"Later," related Mr. Bull, "the S.P. bookmakers found themselves sitting with small fortunes going on to Cartaret, and they spent what must have been a lot of time and money in the afternoon ringing one another up with the ingeniously phrased inquiry: 'Would your firm like to take a little covering money for a horse in the last race?'"

"Needless to say," Cartaret, in the same ownership as Trumvir, did not run in the last race. Had she done so, the blower would have had so much money to unload on her that, to put it bluntly, he would have been the injured S.P. bookmaker. "Cartaret would have started at 20-1 on if she had been an Army mule of a Shetland pony!"

FILM AND VIDEO BY JOHN CHITTOC

The need for direction in projections of change

DESPISE the gloom and economic mess of 1975 — or perhaps because of it — the past 12 months could go down as the year in which the film and television media at last started to rationalise themselves and prepare for substantial changes ahead. Committees have been beavering away with dedicated enthusiasm on all manner of subjects — not only the much-publicised Annan inquiry into the future of broadcasting, but also Whitford on copyright, the Prime Minister's special working party looking at the film industry, a trade committee taking steps to end videotape copyright infringements, and even harmony between the BBC and ITV in a joint committee preparing for teletext services.

During the year, the new growth industry, video (or, to be precise, non-broadcast television), has been staking its claim and posing some threats to the short film producers. On the other hand, many film companies have started to take a healthy interest in video, as well as slides and film strips. Only the broadcasters seem to retain an eclectic view about their role in life.

Unresolved in 1975 has been the question of broadcasters always found a thorny one, cable television. As the five experimental stations sanctioned by the Government started to shut down, disenchanting by the constraints imposed on them, they were suddenly allowed to carry advertising on their networks in a salvage bid. What 1975 has proved for cable television is that a firm decision about its future cannot possibly be made until many other related issues are concurrently reviewed: not just Annan's proposals, but the plight of the cinema industry (which could, for example, find itself killed off if pay-TV started — though others argue that this could be the salvation of the film industry).

In 1975, the film society movement also celebrated its Golden Jubilee. While the number of cinemas in the U.K. has steadily declined since the Second World War, the number of film societies has increased.

There are now almost 700, which means there are little more than two commercial cinemas left for every film society. One argument of the British Federation of Film Societies put forward in 1973 was that this gives film societies a vital, new role, and that more should be done to rationalise and make use of this cultural force in the cinema.

Challenging the 16mm. film mostly used by film societies is, of course, the videocassette, although the impact of this new medium is so far only being felt in industry and education. Yet 1975 proved, for those who needed proof, that the widespread adoption of videocassettes as a replacement for film is inevitable: the statistics in a troubled economic time are not dramatic, but in just three years we have moved to the point where most large companies in industry and commerce have either bought videocassette equipment or are seriously preparing to do so. In 1972, they barely knew what a videocassette looked like.

Audio-cassettes have also staged a mini-boom, with publishing projects ranging from accountancy to cookery. Even the conventional publishing world has seen some activity, with three monthly magazines reviewing this total audiovisual scene when a year before there was only one. In Europe and elsewhere, new audiovisual magazines have been appearing. Even the more sensitive area of the specialist newsletter has weathered the storm, with a number continuing in the U.S. and consolidation for others in Europe, although one of the two in the U.K. nearly vanished but was bought up by the Swedish publishers, Esselte Bonnier, which has now established an audio-visual company in London.

For information and expertise, London has undoubtedly become the capital of the audio-visual world, even though the U.K. is not a substantial manufacturing force. London is now also the venue for the world's leading conferences and exhibi-

tions, such as Film 75, Naxos, the Convention & International Broadcasting Institute, and, next April, world's first international disc seminar.

Britain also has the sophisticated array of organisations coping with conceivable aspects of the film industry. The largest of these, the B Film Institute, will not be 1975 as its happiest. It had more than its fair share of internal wrangling, administrative hiccups and storied newspaper gossip coils, which is a pity because the Institute is staffed by dedicated enthusiasts with an impressive array of cultural expertise.

For all involved in the 1975 may well witness calm and orderliness following much of this activity. A awareness exists of the need for co-ordination, co-operation even rationalisation. And once the film industry livens up, television, West London and the visual business anywhere Southwold to Lytham St. they all now recognise existence of each other at beginning to move in a co-direction.

Rewards

The rewards are inn the suffering will be little greatest effects, relative least, will be for those i sponsored film business, a lot of plastic surge already taking place. W much in the wind, and u urgent need for a sen leadership in this complex, I predict that 1976 v last see one of my own d come true — creation Government office or com with special responsibility the film, television and visual media. Of the Government committees rently examining aspects media, the Films body has completed its report and w delivering it to the Minister before the end year. It is at that ju rather than after an int able wait for Annan and c that a decision to estab permanent office ought made and might well be.

TV Radio

† Indicates programme in black and white.

BBC 1

9.03 a.m. Banana Split. 9.35 Before the Ark. 10.05 The Engineer Through The Looking Glass. 11.05 Away In A Village. 11.40 Holiday Star Trek. 12.30 p.m. Laurel and Hardy in "Be Big". 12.55 News. 1.00 Pebble Mill Christmas. 1.45 Rod. 2.00 The Little House On The Prairie. 2.45 Buns Bunny. 3.00 Alison Uddley and Little Grey Rabbit. 3.30 Animal Marvels. 3.58 Regional News (except London). 4.00 Play

School. 4.25 Jackanory. 4.40 Emu's Broadcasting Company. 5.05 The Christmas Cherries.

5.30 News.

5.40 Tom and Jerry (London and South East only). Regional News (all other English regions). 5.50 Top of the Pops. 6.20 To-morrow's World Christmas Special. 7.00 "Carry On Up The Khyber," starring Sidney James and Kenneth Williams. 8.25 The Liver Birds. 9.03 News.

9.20 "The Night That Panicked America." 10.55 The Islanders at Christmas. 11.25 A Ghost Story for Christmas. 12.00 Regional News. All regions as BBC 1 except at the following times:

Wales—11.40 a.m.—12.05 p.m. Telford. 12.05-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-10.30 p.m. Telford. 10.30-11.00 p.m. Telford. 11.00-11.30 p.m. Telford. 11.30-12.00 p.m. Telford. 12.00-12.30 p.m. Telford. 12.30-1.00 p.m. Telford. 1.00-1.30 p.m. Telford. 1.30-2.00 p.m. Telford. 2.00-2.30 p.m. Telford. 2.30-3.00 p.m. Telford. 3.00-3.30 p.m. Telford. 3.30-4.00 p.m. Telford. 4.00-4.30 p.m. Telford. 4.30-5.00 p.m. Telford. 5.00-5.30 p.m. Telford. 5.30-6.00 p.m. Telford. 6.00-6.30 p.m. Telford. 6.30-7.00 p.m. Telford. 7.00-7.30 p.m. Telford. 7.30-8.00 p.m. Telford. 8.00-8.30 p.m. Telford. 8.30-9.00 p.m. Telford. 9.00-9.30 p.m. Telford. 9.30-10.00 p.m. Telford. 10.00-1

THE OPEC KIDNAPPINGS

Carlos: elusive gunman

BY JAMES BUXTON

UNCERTAINTY grew yesterday as to whether the leader of the gang which seized the OPEC Ministers was in fact Hich Ramirez Sanchez, the highly dangerous, much sought after international terrorist usually known as "Carlos".

The gang leader may have said—possibly—that he was "Carlos". Also known as the "Jalisco". But hostages who were released in Vienna were divided over whether or not he was. The Interior Minister Otto Roesch said: "I carefully studied his photograph before I met him at the airport and I don't think he is the real Carlos. His nose looks different. But he said he could not exclude the possibility that he was Carlos."

Carlos was identified earlier this year as the man who in June shot a Lebanese informant and two French security

police who raided his apartment in Paris. His gang, a small tightly knit group of men and women, some Arabs, some Latin American, are believed to be responsible for the bombing of a Paris pavement cafe in which two died and 31 people were injured; the invasion of the French Embassy in The Hague; bomb attacks on Paris newspapers and the homes of editors, and a rocket attack at Orly airport in which a Yugoslav aircraft was attacked, instead of an El Al Boeing 707.

Carlos, who is believed to have at least six different passports and separate identities, was last July traced to London, where police discovered a "safe house" in Bayswater which contained hand grenades, gelignite, pistols, false documents and

ammunition. Two women associated with Carlos were arrested and gaoled. Carlos evaded arrest.

Carlos, one of whose aliases is Carlos Martinez, a Venezuelan economist, was partly educated in the Soviet Union, although he was later expelled for anti-Soviet activities. He is believed to have been born in Venezuela, the son of a well known Venezuelan Communist, and is thought to be aged about 25.

His organisation is believed to have had links with a large number of terrorist organisations, including the Turkish Liberation Front, the Quebec Liberation Front, the Japanese Red Army, the Baader-Meinhof gang in Germany, separatist groups in Brittany and Corsica, and the "Organisation for the Armed Arab Struggle".

'Not Austria's fault,' says angry Chancellor Kreisky

BY PAUL LENDVAI

VIENNA, Dec. 22

DR. BRUNO Kreisky, the Austrian Chancellor, today refused insinuations that his country was responsible for inadequate security in the Vienna attacks, putting the blame for any inadequacy squarely on OPEC. Measures needed for security protection must be taken by and demanded from the organisation itself, he said.

Furthermore, the Chancellor said, of all international organisations in Vienna, OPEC represented the smallest security risk because a number of States belonging to it are self-confessed promoters of the Palestinian Liberation Organisation and of all its factions.

The Chancellor confirmed that the Ministers themselves, both collectively and individually, as

well as representatives of all OPEC States concerned, asked for a solution which would protect human lives. The Austrian Government said that this was the condition of the release of all resident employees of OPEC, foreign and Austrian, which was carried out this morning. Furthermore, he revealed that no immunity from criminal prosecution was ever shown to the terrorists.

Meanwhile, the Minister of the Interior who before the television cameras said goodbye to the terrorist chief with a handshake this morning at Schwechat Airport, near Vienna, has come under strong public criticism with the influential daily, Die Presse, already calling for his resignation. The Minister ex-

plained at the Press conference that the leader of the group before boarding the aircraft expressed his regrets for having carried out such an action in Austria but said that it was their political aim. "He stretched out his hand, it was there and I took it," the Minister said.

He revealed that once Vienna's United Nations city complex for international organisations is completed, there will be a special police unit stationed there. While the opposition People's Party this morning approved the free passage for the terrorists and the hostages since the decision saved human lives, it hinted at future protest action with regard to the security arrangements.

PELP 'rebellion' not involved

By Hasan Hilal

BEIRUT, Dec. 22. THE MILITANT communist organisation, the Popular Front for the Liberation of Palestine (PFLP), has denied involvement in yesterday's Vienna attack, informed Press quarters.

Believe the action had all makings of the "Rejection Front".

The "Rejection Front" is led by the PFLP, is strongly opposed to efforts Middle East settlement and conservative regimes in the Arab world, especially in Saudi Arabia and Iran. Former four guerrilla organisations connections in the Arab world, the Front has also been accused of betraying the Arab Palestinian cause when signed the recent Sinai agreement with Israel.

The PFLP had been repeatedly linked with the international work led by the man known as "Carlos".

Venezuelan President Carlos Perez said that Vienna attack was ample proof of a world-wide movement to overthrow terrorism. He said that the movement must reach the Middle East, where it was being held captive, said hijacking of commercial aircrafts had been a serious problem until several nations agreed on terms for coping with acts. "I'm sure that if the Europe, Russia and China an agreement on anti-terrorism will eliminate this very serious situation," he said.

United Arab Emirates minister Mana Al-Oteibi described the Vienna attack as a "rebellion" against the international community. He said that the rebellion was a "rebellion" against the international community, which he said was "a rebellion" against the international community.

Why they never thought it could happen to them

BY RICHARD JOHNS, MIDDLE EAST EDITOR

GIVEN the concentration of ministers at the conference of the governments of the oil-rich states — most of which have enemies at home or abroad — the Austrian government will no doubt be charged with culpable negligence over the siege incident. In itself the presence of ministers responsible for oil output running at the rate of some \$110bn. would seem to have been an attractive prospect for romantic terrorists.

Two of the ministers, Sheikh Ahmed Zaki Yamani and Dr. Jamahid Amuzegar have gained an international status through their long involvement with OPEC. As a body the cartel, after a very secretive and low-profile existence in the first decade, sprang to prominence after the fatal oil negotiations in 1971. Over the past two years increasingly the press corps has wondered in idle conversation

why the Austrian authorities provided so little protection. OPEC did not ask for it. The odd fact in retrospect is that ministers and delegates never showed any concern themselves about the possibility of violence. It was learned yesterday that Mr. Tayeh Abdel-Karim, the Iraqi oil minister, was accompanied by a bodyguard who was killed on Sunday in the initial attack. It would be very much in character for the Iraqis to procure such protection — with or without the knowledge of the Austrians. It can be said with reasonable confidence that no other delegations were ever accompanied by their own gunmen.

Despite its imperial past, Vienna is in effect a small and homely city where OPEC life when not taken up by intensive work has been informal and uncluttered by restrictions. For

instance, it used to be Dr. Amuzegar's habit sometimes to walk a mile and a half from the Imperial Hotel to OPEC. Sheikh Yamani has been seen to dine in a Hungarian restaurant accompanied just by two personal friends. The secretariat itself was once delightfully unsecure-conscious to the point that one journalist could camp down in a small reception room at No. 10, Dr. Karl Lueger Ring. Only last year when their numbers grew enormously and it became impossible to move without tripping over an outstretched leg or TV camera did the Secretariat start issuing accreditation cards and insist that the throng congregate outside.

However amorphous and unsatisfactory it may seem to someone unfamiliar with OPEC's peculiar ethos, the only really plausible explanation for laxity — apart from the

authority's lack of foresight — lies in the origin and nature of the cartel. OPEC grew up as an apolitical body with the sole purpose of furthering the interests of the oil producers and its only "enemy" was the oil companies which it had so convincingly thrashed over the past few years. Applications for membership have always been considered without regard for ideology or nationality or systems of government. Relatively sophisticated and democratic Venezuela have been able to co-exist with members with feudal rulers and desperately undeveloped economies. Iran's feelings of superiority have hardly hindered its co-operation with the Arabs who have always formed half or more of membership and have often felt the collectiveness, but have never tried to "Arabise" the institution. English has con-

tinued as the sole official language.

For the most part delegates have been technocrats. Of the present ones only Dr. Amuzegar, Minister of Interior in Iran and a potential Premier, are currently outstandingly powerful figures in internal politics though Sheikh Yamani has had a growing influence on Saudi foreign policy and Mr. Belaid Abdesslem of Algeria is a key man in his country's economic planning.

In recent years it could be said that OPEC is a sense has become more politicised. On the oil price issue the militancy of Iraq, Libya and Algeria has been a reflection of the left wing state of their regimes (but unlike Iran, Kuwait and Nigeria have been just as tough on occasions). Conversely, Saudi Arabia has had to limit its moderation to avoid exposing

itself to charges of being subservient to the U.S. On a wider front, this year has seen the formal creation of the alliance between OPEC and other developing countries of the third world. This development, however, was the work of member states' governments—not the oil ministers.

That alliance in itself would seem to have made OPEC an unlikely collective target for international revolutionaries and may have added to the sense of false security. So, too, from the Pan-Arab point of view, unconsciously confidence may have derived from the fact that the cartel had in a real sense made possible the devastating use of the "oil weapon" against Israel in 1973, which was very much the doing of Saudi Arabia.

Understandably the heterogeneous, multi-national nature of OPEC led to some wild but

understandable speculation early on Sunday afternoon about the aims of the terrorists before meaningful information about their general identity and intent became known. The possibilities seemed endless — Moleucans, Armenians, Kurds, Maronites, Zionists, even Iboes (though they did not seem black enough). As it is the affair has highlighted several of the paradoxes, anomalies and ambiguities that have formed the arena for international terrorist year. With the conservative Arab oil producers providing the financial sinews for the confrontation against Israel, the overwhelming majority of the Palestinian resistance movement, including the extreme Left, must have deplored or at least have been unhappy about the Vienna operation.

OVERSEAS NEWS

Russia puts 'radar' around Luanda

LUSAKA, Dec. 22. THE SOVIET Union has completed the installation of a sophisticated radar system in the Angolan capital of Luanda to support superpower aircraft in ground and air attacks, Western nationalist sources said today.

They said they feared a decision last week by the U.S. Senate to cut off further aid to two nationalist groups fighting in Angola would encourage Moscow to extend its own third Angolan movement, the Marxist Popular Movement for the Liberation of Angola (MPLA).

Russian technicians have now completed work on the highly sophisticated radar interception system in Luanda for use in ground and air attacks on both pro-Franco and pro-Franco targets, these sources close to one pro-Western group, the Union for Total Independence of Angola (Unita), said.

Other Soviet technicians were busy assembling 12 crated supersonic MiG 21 fighters in Luanda and 10 former Portuguese air force pilots have arrived in the capital after undergoing fighter training. The Portuguese and several Cubans were expected to form the nucleus of an MPLA air force.

Thus far, apart from a couple of nuisance raids by small propeller-driven aircraft, there has been no major effort to extend the Angolan war into an aerial battle. But Unita sources here and those of the National Front for the Liberation of Angola (FNLA) fear that last week's Senate decision to cut off a reported \$25m. in aid to the two movements could tempt the Russians to escalate the conflict into an air contest as well.

Unita sources here are particularly bitter because according to them the cut-off came at a critical point in the war. Though the massive influx of Russian weapons and some 3,000 Cuban troops deadlocked the battle on several fronts, Unita sources said the MPLA was still desperately short of troops and this was the key to the war.

Our Foreign Staff adds Mr. James Callaghan, the Foreign Secretary, was last night meeting separately both the Soviet and South African Ambassadors to discuss the Angolan crisis. Britain has taken no formal position in the civil war but is thought to be throwing its weight behind those African states attempting to secure a withdrawal of all foreign intervention and the formation, if possible, of an Angolan government of national unity.

Fraser Government to set new economic course

BY KENNETH RANDALL

CANBERRA, Dec. 22

MR. MALCOLM FRASER'S new ministry was sworn into office today by the Governor-General, Sir John Kerr.

Mr. Fraser, the victor in the general election of December 13, has left no doubt that the new Government's initial emphasis will be on economic management along the lines he outlined during the election campaign.

The ministry appears as a massive swing away from the so-called quality-of-life priorities embraced by the Labor party and towards the general area of business, traditionally identified with the non-Labor parties.

Two-thirds of the ministers are from New South Wales and Victoria; the majority is clearly conservative in outlook. Its members have been given quite explicit instructions to resist the normal political instinct and to cut back on what must be a

reduced scale of Federal government activity.

A number of important decisions must be made quickly. The new Government has promised that new investment incentives, notably a 40 per cent depreciation allowance for

Australian Treasurer Phillip Lynch said the Federal Government decided on a 40 per cent investment allowance, effective on January 1, 1976, to provide a significant incentive for businesses to invest in new plant. Renter

business, will operate from January 1, for example. The details were confirmed at the first full Cabinet meeting today.

Last week, the High Court of Australia upheld the former Labor Government's assertion of central Government sovereignty over all offshore areas

beyond low-water mark. Even when it was bruited by former Liberal Prime Minister John Gorton, this was regarded by the state governments as an unacceptable act of centralism—and now it has to be fitted into Mr. Fraser's federalism which leans towards states rights.

Urgent decisions are also required on the restructuring of the car industry and on the development of manufacturing industry generally. The key to Labor planning for the car industry was a high-volume four-cylinder engine project in which the Government would have taken a major share, along with Chrysler, Nissan, and Toyota. There seems little prospect of such a deal coming to fruition under the new administration.

Mr. Fraser and his senior Ministers are avowedly protectionist. Several major policy departments will reflect that outlook.

Top U.S. aide in Israel

BY L. DANIEL

JERUSALEM, Dec. 22

U.S. ASSISTANT Secretary of State for Middle East affairs, Albert J. Isaacs, arrived here at noon today after flying visits to Amman, Damascus, Riyadh and Cairo. During his 20-hour stop here he will see both the Foreign Minister Allon and Prime Minister Rabin.

The object of his mission is to sound out all sides to the Middle East deadlock and several problems—the January 12 UN Security Council debate, whether Israel or the Palestinians will participate in it and in what form; the possible reconvening of the Geneva peace conference,

and a likely development on the Golan Heights once the UN mandate expires in five and a half months' time.

Prime Minister Yitzhak Rabin has replied to a message from President Ford concerning Israeli air strikes on Arab guerrilla targets in Lebanon. The newspaper Ha-Aretz said the Prime Minister explained the reasons for the Israeli air strikes in Lebanon on December 2, and outlined Israel's position on the scheduled Middle East debate in the UN.

Laos Minister cautions Thailand

LAOTIAN Foreign Minister

VIENTIANE, Dec. 22

Phoum Siprasent said today his country would not negotiate under pressure to reopen its common border with Thailand.

The Thai government closed the border along the McLong river last month following clashes between Thai and Laotian troops. Mr. Siprasent said Laos was ready to discuss the issue with

Thailand, but it depends on the Thai side to decide when and how they will reopen the border. "Laos wants to talk but not under pressure," Mr. Siprasent said.

Laos is now being ferried into Vietnam from other socialist countries to overcome the present economic difficulties caused by the border closure. Reuter

New direction for Pertamina

JAKARTA, Dec. 22

A DECISION by President Suharto on restructuring of the Indonesian State oil corporation Pertamina has cleared the way for appointment of a new managerial strongman to police the errant company's development.

The new post of "Inspector" has been created one step below that of President-Director. His job, according to an official announcement, is to control the activities of the company and to take measures against anything within the company which is contrary to the policy of the Board of Directors.

The move is seen here as furthering the gradual removal of power from the dashing but erratic President-Director, Gen. Ibnu Sutowo, who has taken place since the Pertamina crisis broke in March. Rumours are strong in Jakarta that General Ibnu, aged 82, will soon take early retirement. No appointment of the inspector has yet been announced. One possible candidate is Lt-Gen. Hassan Habib. The army administration which has just finished an investigation of Pertamina's investments.

EUROPEAN NEWS

Limerick aluminium plant postponed

By Fay Gjester

OSLO, Dec. 22

A NORWEGIAN-Swedish Canadian scheme to build an \$800-million per year aluminium oxide plant at Limerick in Eire is being postponed in view of the world recession and the resultant poor demand for aluminium.

Mr. Sverre Naftstad, director of the State-controlled aluminium concern ASV, said the question of when to start work on the plant would be reconsidered in a year to 18 months. This means that it could not be ready to start production before the early 1980s.

ASV's partners in the scheme are Alcan of Canada (a 25 per cent shareholding in ASV), and the Swedish Granges concern. ASV is to have a 20 per cent stake in the plant, Granges 10 per cent, and Alcan the remaining 70 per cent, though Alcan is understood to be interested in sharing its stake with a fourth partner, if one can be found.

When plans for the plant were first announced in 1974, building costs were put at some Kr.1.5bn. but estimates have certainly been revised upwards since then.

Up to now Alcan has supplied ASV with all the aluminium oxide it needs for its Norwegian smelting plants. From 1978, these deliveries will be gradually cut back.

Swedes get Panama contract

By John Walker

STOCKHOLM, Dec. 22

A CONTRACT valued at Kr.300m. (\$38m.) for the construction of a new hydro-electric plant to be built in Panama by Swedish companies was signed here today by officials of the two countries.

The Swedish company leading the project is Skanska Cement and construction company, with equipment to be supplied by two other Swedish companies, Nohab and Asea. The financing of the project is being undertaken by Skanska Bank and the power station will have an effective output of 450,000KWh.

OECD pessimism endorsed by EEC forecast

BY DAVID CURRY

BRUSSELS, Dec. 22

THE OECD forecast of a sluggish and irregular improvement in the Western economies in 1976 has been generally endorsed by the Common Market Commission whose own outlook for the Community countries was published today.

The Commission's forecast takes a fractionally more optimistic line than the OECD. It expects a recovery in France and Germany at around four per cent more strongly than the OECD.

Forecasting the 'Community' gross domestic product in 1976 at three per cent, higher against a 2½ per cent decline this year, the Commission declares 'strongly against the adoption of "global" deflationary measures," but once the limited stimulatory actions already decided upon in some member states put into effect quickly.

The report reckons that the end of the process of destocking has been reached, but consumer spending is returning to more normal patterns, and that world trade is showing some signs of upturn—all of these areas where the Commission is slightly more sanguine than the OECD.

But it also notes that there is no longer evidence of an all-round weakening of inflationary pressures and it is clearly wor-

ried that the economic upturn it foresees could put new steam behind inflation. To prevent this and to permit relief on the unemployment front—where the forecast is consistently gloomy—the Commission argues that the profits is expected for business should be translated into investment as soon as possible.

Despite these nagging doubts about inflation on balance the report still opts for a relatively expansionary budgetary policy to sustain economic activity.

In the case of Britain, the Commission's views hinge upon the belief that it is essential to make the incomes policy stick as an essential ingredient of fiscal and monetary restraint.

The report sees continued, but slower, contraction in Britain of private consumption in the first half of next year when it expects retail prices to show a 15 per cent annual rate of growth. It forecasts continued gloomy prospects for fixed investments and no upturn in industrial production until the second half of the year. Unemployment is expected to remain on an upward path throughout the year despite some improvement in export performance permitted by the expansion in world trade. A first half current account deficit of £1.9bn. is forecast.

\$635m. Holy Year

BY DOMINICK J. COYLE

ROME, Dec. 22

VATICAN OFFICIALS are expected to announce here tomorrow that some \$m. people visited Rome for the Roman Catholic Holy Year which concludes with ceremonies conducted by the Pope on Christmas Eve.

This compares with an estimated 21m. persons who visited the Vatican during the last Holy Year in 1950. It is unlikely, however, that the Vatican will have an accurate figure for the amount of money actually spent by Holy Year visitors this time, or indeed that they will indicate the precise revenue accruing directly to the Vatican itself, but some estimates are possible, based on official Italian government statistics.

These show that foreign tourists spent a record \$US2,344m. in Italy in the first 10 months of the year, while the tourist industry as a whole claims that the Holy Year was the largest single tourist attraction in 1975.

Accordingly it is being assumed that much of the additional tourist revenue over 1974 — put officially at some \$635m. — came directly from Holy Year traffic.

Pope Paul VI himself, referring to the end of Holy Year at a general audience for pilgrims earlier this month, said that its results were "difficult to assess both with regard to the statistical data, and even more with regard to spiritual results, of which this religious event may have been the principal."

Spanish Minister urges 'slow transition'

MADRID, Dec. 22

SPAIN'S Justice Minister, Antonio Garrigues, said the process of reform and ciliation in post-Franco would be slow.

Speaking to new Justice try staff as they started duties, he said the transition from the personal rule of General Franco was not to be easy. "National unity" he said, "but it will be a slow process."

Mr. Garrigues, one of the moderates brought into the cabinet two weeks ago, said the dangers of this process which the Government has determined are as much heartedness and indecision as impatience and haste.

Garrigues spoke amid opposition pressures for the Government to declare its intention to lift the ban on political parties. "There has been a programme, a call for transforming the country and this is what people are looking for," he said on his first day of a European tour.

Lisbon paper changes tune

LISBON, Dec. 22

THE MAIN daily paper, Diario de Noticias, appeared today for the time since last month's abrupt turning uprisings under a pro-Government edition. The paper was formerly anti-Government.

Today, in a front editorial which marked a 'break' with its previous Communist bias, the paper said it would not be involved in Government military controversies.

The Diario de Noticias's editor, Victor Cunha Rego, was a former close ally of the late President S. Maria Mesquita, a Socialist deputy in the constituent assembly.

Cocom 'sidestepped' over U.K.-China deal

BY DAVID BUCHAN

BRITAIN has partially sidestepped the machinery of Cocom, the international committee that vets Western sales of strategic goods to Eastern Europe and China, in giving the go-ahead to the Rolls-Royce (1971) deal announced last week to sell Spey engines to China, according to informed sources in London.

The Rolls-Royce deal was submitted in 1973 to Cocom, in which all Nato countries minus Iceland and with the addition of Japan are represented, but then withdrawn after "reservations" were expressed by certain of Britain's partners in the organisation. But the sources insisted that while the deal was

never resubmitted for Cocom approval, there had been adequate bilateral consultation, including with the U.S.

The Spey engines, which Rolls-Royce is selling the Chinese and which are eventually to be manufactured in China, have a clearer military use than many of the deals that Cocom has blocked in the past. They are to be supplied complete with afterburners, and the Spey is already installed in RAF Phantom and Buccaneer aircraft and U.S. Corsair aircraft.

It was advice from the British Ministry of Defence that gave the Spey deal the go-ahead. The Ministry argued that the Speys were not so high-powered as to increase dramatically the Chinese capability to power a really long-range bomber, but modern enough to help reduce the dangerous imbalance between China and the Soviet Union over their common border.

The Rolls-Royce deal coincides with the revision of the Cocom strategic embargo list completed this month. Revised every three years with each revision taking about a year to complete, the new list, which will be published next summer, is more permissive than the last one drawn up in 1972.

To reflect improvements in East European technology, make the appearance of items on the embargo list less, some categories have been removed from the list altogether.

Any attempts to relax it further run into opposition from the U.S., which has long as a brake on efforts by countries to get Cocom agreement to exceptions to strategic list.

AUTHORS WANTED BY N.Y. PUBLISHER

Leading book publisher seeks manuscripts of all types: fiction, non-fiction, poetry, scholarly and religious works. Also new authors welcomed. Send for free booklet, 75c. Vanguard Press, 316 W. 24 St. New York 10001.

هناك انا الاملا

AMERICAN NEWS

'Accord' ends Air Force rebellion in Argentina

BY ROBERT LINDLEY

BUENOS AIRES, Dec. 22

THE POCKET rebellion of about 200 Air Force officers, who had been entrenched since early Thursday in two bases within greater Buenos Aires, ended shortly after midnight last night.

Before dawn, the Air Force Command had announced in a communiqué that the two rebel bases had given in to the command later added that the "accord" should not be taken as a "defeat" for the rebels. This is taken here as an attempt to avoid wounding the susceptibilities of the rebel officers, who are cooperating in the cause of armed forces unity at this moment is considered to be vital.

The rebel Air Force leader, Brigadier General Capellán, is detained in an unidentified Air Force installation. It is known that the Chilean Embassy here is preparing Gen. Orlando's

papers for departure to Chile. Nevertheless, the rebel leader will be subject to military justice.

The three Armed Forces Commanders, following the lead of Commander Jorge Videla, have rejected the demand of Gen. Capellán that Gen. Videla remove the "corrupt" and "immoral" Government of President María Estela Perón and take over as Government Chief himself.

However, Sr. Perón's position has not been made more secure by the sorting out of the Air Force rebels. On Friday, Gen. Videla—while disowning Gen. Capellán's coup proclamation—insisted that the Government sort itself out also, "rapidly."

The military continues to wait for the Peronists themselves to force Sr. Perón either to resign

or to take a prolonged leave of absence. Expectations within the military are that Sr. Perón will take one or the other course within the next fortnight and that the law of Presidential succession will be applied. A prolonged Presidential leave would mean that Senate Chairman Italo Luder would take over as interim President.

Sr. Perón's resignation would mean that Congress, meeting in joint session, would elect a new President (from among its own members and the provincial Governors) to complete her term, which is scheduled to end on May 25, 1977.

Because of the end of the Air Force rebellion, this morning the General Confederation of Labour called off a general strike of unlimited duration after it was an hour old.

Editorial Comment Page 10

Wall Street Journal plans Asian edition

NEW YORK, Dec. 22

THE WALL STREET Journal will launch an Asian edition in 1976 with the help of four Asian partners, all of them publishers of prominent Asian newspapers, according to Dow Jones and Co., publisher of the Journal.

The South China Morning Post, the Nihon Keizai Shimbun, the Straits Times of Singapore and the New Straits Times of Malaysia are the four partners in the joint venture with Dow Jones. The majority interest will be held by Dow Jones.

The paper will be printed Monday to Friday in Hong Kong and distributed by air to major cities throughout Asia and Australia. Publication is expected to begin by mid-1976, or possibly somewhat earlier.

The Journal's Asian edition will offer readers "the most comprehensive daily English-language coverage of regional business news from throughout Asia." Mr. Warren Phillips, president of Dow Jones, said. It will also provide a window on the U.S., the world's biggest industrial nation and largest customer, he said.

The South China Morning Post will print and distribute the paper in Hong Kong. The Nihon Keizai Shimbun will distribute the paper in Japan, while the two Straits Times organisations will do likewise in Malaysia and Singapore. AP-DJ

Cuban move on relations with the U.S.

HAVANA, Dec. 22

CUBA HAS reiterated its willingness to discuss the normalisation of relations with the United States provided that the U.S. lifts its 1962 trade embargo on the island.

"The U.S. Government has made a few steps towards the elimination of the blockade, but these steps are still insufficient," a foreign policy resolution passed by the Cuban Communist Party Congress last night said.

Meanwhile, the official daily Granma reported to-day that over two-thirds of the 3,136 delegates to the Congress took part in a vote to elect First and Second Secretaries, respectively, of the Cuban Communist Party.

The poll was extended from eight to 13 with all previous members retaining their seats.

COMPANY NOTICES

DIVIDEND NOTICE TO THE HOLDERS OF EUROPEAN DEPOSITORY RECEIPTS FOR COMMON STOCK OF TOKYO SHIBAURA DENKI KABUSHIKI KAISHA (TOKYO SHIBAURA DENKI KABUSHIKI KAISHA) DESIGNATED COUPON NO. 20

(Action Required on or Prior to April 30, 1976)*

Chemical Bank, as Depository (the "Depository") under the Deposit Agreement dated as of February 1, 1970, among Tokyo Shiba Denki Co., Ltd., the "Company", the Depository and the holders of European Depositary Receipts (the "Depository Receipts") issued in respect of shares of Common Stock of the Company, has received from the Company the dividend payable to the holders of the Depository Receipts for the year ended March 31, 1976. The dividend is payable to the holders of the Depository Receipts at the rate of 307.69 Yen per United States Dollar.

The Depository has been advised by the Company that Japan is a party to international agreements with Australia, Belgium, Canada, Denmark, France, Germany, Greece, Italy, Japan, Korea, Luxembourg, the Netherlands, Norway, Sweden, Switzerland, the United Arab Emirates, the United Kingdom and the United States of America under which certain persons are entitled to a 15% tax withholding rate on dividends such as the dividend in respect of the Depository Receipts. Persons not so entitled to a 15% tax withholding will be paid a dividend on which a 20% tax withholding rate has been applied.

To determine entitlement to the lesser tax withholding rate of 15%, it is necessary that the holder of the Depository Receipts, in order to be eligible for the 15% tax withholding rate, must submit to the Depository a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Payment in United States Dollars of the amount of the dividend payable will be made by the Depository in London on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

DIVIDEND NOTICE TO THE HOLDERS OF EUROPEAN DEPOSITORY RECEIPTS FOR COMMON STOCK OF SHARP CORPORATION (SHARP KABUSHIKI KAISHA) DESIGNATED COUPON NO. 27

(Action Required on or Prior to April 30, 1976)*

Chemical Bank, as Depository (the "Depository") under the Deposit Agreement dated as of July 15, 1969, among Sharp Corporation, Ltd. and the holders of European Depositary Receipts (the "Depository Receipts") issued in respect of shares of Common Stock of the Company, has received from the Company the dividend payable to the holders of the Depository Receipts for the year ended March 31, 1976. The dividend is payable to the holders of the Depository Receipts at the rate of 1.75 Yen per United States Dollar.

The Depository has been advised by the Company that Japan is a party to international agreements with Australia, Belgium, Canada, Denmark, France, Germany, Greece, Italy, Japan, Korea, Luxembourg, the Netherlands, Norway, Sweden, Switzerland, the United Arab Emirates, the United Kingdom and the United States of America under which certain persons are entitled to a 15% tax withholding rate on dividends such as the dividend in respect of the Depository Receipts. Persons not so entitled to a 15% tax withholding will be paid a dividend on which a 20% tax withholding rate has been applied.

To determine entitlement to the lesser tax withholding rate of 15%, it is necessary that the holder of the Depository Receipts, in order to be eligible for the 15% tax withholding rate, must submit to the Depository a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Payment in United States Dollars of the amount of the dividend payable will be made by the Depository in London on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

30th September 1975 has been established as the record date for the determination of the stockholders of the Company entitled to such dividend. All dividends will be paid to the stockholders of record on this date.

Certain holders of Depository Receipts may be entitled upon the fulfilment of certain conditions to reduction in the withholding rate. Such holders should apply to the Depository for a certificate of residence in a country entitled to a 15% tax withholding rate. Such certificates may be obtained from the Japanese Consulate in London or from the Japanese Consulate in New York City. The certificate must be submitted to the Depository on or before April 30, 1976.

Chemical Bank, as Depository, LONDON, E.C.2, ENGLAND

Gulf Oil in new bribery row

BY GUY DE JONQUIERES

NEW YORK, Dec. 22

GULF OIL, which has already been much embarrassed by disclosures about its improper corporate payments, is now being torn by internal dissent over its handling of a special investigation into illicit disbursements from its political "slush fund."

Two of Gulf's outside directors have alleged in sworn statements that they were not informed by the company until many months afterwards that the investigation had turned up evidence of illicit payments far exceeding the amounts to which Gulf had previously admitted.

One of the directors, Mr. Charles Beeghly, former Chairman of Jones and Laughlin Steel, has testified in court that he did not learn until sometime in 1974 that the payments exceeded the \$125,000 figure originally disclosed by Gulf the previous year.

But the law firm appointed by Gulf to investigate the improper payments had, according to one of its partners, discovered as early as August, 1973, that political funds disbursed illegally in the U.S. amounted to

between \$300,000 and \$400,000 a year between 1960 and mid-1973. Gulf's total payments worldwide are alleged to have exceeded \$1 million.

Meanwhile, an element of pure farce has been injected into the controversy over corporate bribery by a battle between Ashland Oil and Union Carbide over who should foot the bill for a \$150,000 bribe allegedly paid by President Albert Bernard Bongo of Gabon.

Ashland has admitted publicly that it paid a bribe of this size to President Bongo after it acquired Union Carbide's Gabonese petroleum subsidiary in 1971. Ashland claimed that it was merely making good a promise made by Union Carbide before the change in ownership of the subsidiary.

According to Mr. Orin Atkins, Ashland's chairman, Union Carbide made the payment through a Swiss bank but then stopped the cheque when the subsidiary was sold. He claimed that the Swiss Bank bounced the cheque, causing serious embarrassment

to Mr. Bongo whose Government threatened to withhold drilling permits if Ashland did not pay up.

Ashland was actually sent a bill demanding repayment of the \$150,000 to Union Carbide. But Union Carbide has vigorously denied ever agreeing to the payment and has suggested that Ashland, which has already admitted making illicit payments in other countries, was simply outwitted by the Gabonese Government.

In the Gulf case, the fracas over its corporate bribery disclosures threatens to disturb the company's long-standing relationship in its home town of Pittsburgh. The second outside director to complain that he was kept in the dark is Mr. James Mellon Walton, president of the Carnegie Institute, and a member of the immensely wealthy Mellon family.

In addition to their large holding in Gulf, the Mellons also control the Mellon National Bank and are a powerful force in Pittsburgh affairs.

Polls disagree on 1976 election

BY DAVID BELL

WASHINGTON, Dec. 22

THE NATION'S two leading polling organisations are now reporting exactly opposite findings about support for the current leading contenders for the Presidency in next year's election.

Three days ago Louis Harris said that a national sample of 50 likely voters gave Sen. Hubert Humphrey a lead of 82 to 41 over Mr. Ford and a lead of 50 to 43 over Mr. Ronald Reagan.

But to-day Gallup says that both Mr. Ford and Mr. Reagan have sizeable lead over Sen. Humphrey. On the basis of later news with 1,078 registered voters

Gallup says that Mr. Ford is leading Humphrey by 51 to 39 with Mr. Reagan ahead of the Democratic Senator by 50 to 42.

Both organisations appeared bemused by the disparity in their findings. "It amazes us and is the widest difference we have ever had," Mr. Harris said, while Gallup official agreed that the difference was very difficult to explain.

One possible explanation, which once again demonstrates the volatility of present political opinion, is the timing of the two polls. Harris took his sampling

when the so-called "Sunday Night Massacre" was still fresh in the minds of voters whereas Gallup began its sampling just after Mr. Ford returned from his trip to China which generated a fair amount of favourable publicity.

The Gallup verdict is likely to be hailed by the Ford campaign staff and used to get money out of so far rather reluctant Republican supporters. It is expected that later this week Gallup will also report a 5 per cent increase in Mr. Ford's personal standing which will also be a welcome boost for the President.

AFTER THE U.S. TAX VOTES

Uncertainties galore

BY DAVID BELL IN WASHINGTON

THE GREAT TAX cut debate is over with both Republicans and Democrats claiming victory. But it was the economic, rather than the political, arguments in favour of the cut which united economists and which convinced realists in welcoming the final passing of the \$55.5bn. tax cuts on Friday night.

For the much discussed economic recovery is still a little hazy and there are as yet no signs that 1975 will be anything more than a further modest upturn. Some experts in Congress and elsewhere fear that the second phase of the recovery may be very modest indeed. Others, less pessimistic, say that when it does come the recovery will rapidly release new set of inflationary pressures. But they are agreed that the momentum there is a need for some stimulus to consumer demand which remains noticeably sluggish, and they were turned that failure to renew the \$68bn. tax cut might have damaged consumer confidence at precisely the wrong moment.

The lack of consumer confidence, however, appears to go much deeper than simply concern about taxes. Among ordinary voters the overriding fear is of renewed double-digit inflation and Friday's consumer price index is the latest in a set of statistics which have not done a great deal to quiet these fears. It showed that November prices were still rising at an annual rate of 8.4 per cent for the second month running.

With the economy still running some way below capacity and unemployment still at 8.3 per cent, this is a high rate of inflation which could build the next phase of recovery. A

This document is issued in connection with the introduction to the Stock Exchange of the Ordinary Shares of Bandanga Holdings Limited and contains particulars given in compliance with the Regulations of the Council of the Stock Exchange for the purpose of giving information to the public about Bandanga Holdings Limited. The document does not constitute an offer of shares and no person should be induced to subscribe for shares on the basis of the information contained herein. Application has been made to the Council of the Stock Exchange for the whole of the Ordinary Shares Capital of Bandanga Holdings Limited to be admitted to the Official List.

BANDANGA HOLDINGS LIMITED

(Registered in England under the Companies Act 1948 to 1987, No. 747593)

Directors

DAVID HUME PINSENT,
7 York Mansions, Prince of Wales Drive, London SW11 4DN,
GEOFFREY EVERS DE GLANVILLE, C.B.E.,
Layards, Mayfield Park, Wadhurst, Sussex TN5 9DH,
DAVID MICHAEL SLOOOCK,
The Old Manor, Kingston Miners' Welfare, Dorset DT2 8PY,
CARL STANLEY GOLDSMITH,
59 Garsington Road, Oxford, Oxfordshire OX4 2DQ,
ERIC HAROLD NEWBY,
Chandlers Farm, Abinger Common, Dorking, Surrey RH5 6HX.

Brokers

ROWE RUDD & CO. LIMITED,
63 London Wall, London EC2M 5JQ and The Stock Exchange.

Solicitors

NICHOLSON, GRAHAM & JONES,
19-21 Moorgate, London EC2R 6AU.

Auditors

DELOITTE & CO., Chartered Accountants,
P.O. Box 207, 128 Queen Victoria Street, London EC4P 4JX.

SHARE CAPITAL

Authorized	Issued and Fully Paid
£	£
525,000	In Ordinary Shares of 25p each
275,000	In 10-p per cent. Cumulative Convertible Preference Shares of £1 each
£800,000	£275,000
	£636,000

At the close of business on 5th December, 1975, the Company and its subsidiaries had in the United Kingdom Bank indebtedness of £125,618 of which £124,586 was secured. At the same time the Company's subsidiary in Malawi had outstanding secured Bank indebtedness of £31,310 at the rate of exchange prevailing on 5th December, 1975. The Company has a secured liability of £105,000 to the vendors of Purbeck (as defined below) which is described under the heading "General Information" below. Save as aforesaid and apart from inter-company indebtedness the Company and its subsidiaries had no other borrowings or indebtedness in the nature of borrowing including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, hire purchase commitments or guarantees or other material contingent liabilities.

Reporting Accountants

CLAPTON, MILLAR & THOROGOOD, Chartered Accountants,
238 High Street, Salisbury, Wiltshire SP1 2NJ.

Bankers

BARCLAYS BANK LIMITED,
114 Fenchurch Street, London EC3P 3HY,
STANDARD CHARTERED BANK LIMITED,
78/9 King William Street, London EC4N 7AS,
NATIONAL BANK OF MALAWI,
Blantyre, Malawi,
LLOYDS BANK LIMITED,
41 High Street, Swansea, Dorset SA1 2LO.

Secretary and Registered Office

KEITH NEVIN CAMPBELL, F.C.I.S.,
P.O. Box 207, 128 Queen Victoria Street, London EC4P 4JX.

Registrars and Transfer Office

DELOITTE & CO.,
Bourne House, 34 Beckenham Road, Beckenham, Kent BR3 4TL.

HISTORY

Bandanga Holdings Limited ("the Company") was incorporated on 22nd January, 1983, to acquire, on a share exchange basis, the whole of the issued share capital of Bandanga Limited ("Bandanga"), which grows and manufactures tea in Malawi.

On 31st January, 1972, the Company acquired for cash the whole of the issued share capital of Repertoire Ventures Limited ("Repertoire") for £1,648. Repertoire, and its wholly owned subsidiaries, Entertainment Overseas Limited and Out-let (Overseas) Limited have been engaged principally as employers of entertainers outside the United Kingdom.

With effect from 29th September, 1972, the Company acquired from Eastern Produce (Holdings) Limited ("Eastern Produce") in exchange for shares in the Company a portfolio of quoted investments with an aggregate market value of £100,000. At that time Eastern Produce was a substantial shareholder in the Company. On 23rd March, 1973, the Company acquired the equity share capital of the Voevoed Trust Company Limited, an investment dealing company, for a consideration of £35,000 satisfied by the issue of shares in the Company.

With effect from 2nd August, 1973, the Company acquired an investment portfolio with an aggregate market value of £172,531. This portfolio was acquired from Mr. D. H. Pinsent in exchange for shares in the Company. At that time Eastern Produce reduced its shareholding to less than 10 per cent. and Mr. D. H. Pinsent became Chairman and Managing Director of the Company.

Between September 1973 and September 1975, the Company built up holdings of approximately 21 per cent of the Ordinary Share Capital of the Province Ceylon Tea Holdings Limited ("Central Province") and of The Borrell Tea Company Limited ("Borrell"). Both of these companies are listed on the Stock Exchange and grow and manufacture tea in Sri Lanka and India respectively. The tea estates of Central Province have recently been acquired by the Government of Sri Lanka on terms to be negotiated.

Since 1973 Mr. Pinsent has actively sought a suitable opportunity for the Company to acquire a trading concern in the United Kingdom. The objective was to lessen the Company's dependence on the production of tea in Malawi and to reduce the burden of unrelieved advance corporation tax resulting from paying dividends out of overseas earnings. Investment income and earnings from the entertainment subsidiaries offered some relief in this respect. The decline in the business of the latter and the growth in overseas profits made it necessary for the Company to find an alternative source of United Kingdom income.

On 16th October, 1975, the Company announced that it had signed a conditional agreement for the acquisition of the whole of the share capital of Purbeck Ceramics (Manufacturing) Limited ("Manufacturing"). Purbeck Ceramics (Sales) Limited ("Sales") and Picture Prints Limited ("Prints"), Manufacturing, Sales and Prints are referred to in this document as "Purbeck". The consideration for the acquisition was £355,500 in cash payable as to £250,500 on completion and the balance by note later than 1st November, 1975. On the same day the directors requested that the listing of the Company's ordinary shares on the Stock Exchange be suspended in view of the comparative size of the acquisition, which was completed on 22nd December, 1975. The first instalment of the consideration was provided by placing at par 275,000 10-p per cent. Cumulative Convertible Preference Shares of £1 each, details of which are set out below.

BUSINESS

The Company is a holding company with two principal activities apart from the holding of listed investments. These activities comprise growing and manufacturing tea in Malawi through Bandanga and the manufacture and sale of a variety of mainly personalised goods through Purbeck. Full particulars of these activities are set out below:

(1) Bandanga

Bandanga, which is registered in England, was formed in 1937. It owns 3,202 acres of freehold estate in the Thyolo District of Malawi of which 1,188 acres are planted to tea and a further 50 acres are suitable for planting. Approximately 250 acres are planted to blue gums, which are used for fuel, tung, bamboo, macadamia, vegetables, nurseries and seed beds. 170 acres are covered by over 50 miles of roads, ancillary buildings and its surrounds. 1,565 acres are occupied by villages and village gardens and are not available for development. The tea is manufactured in Bandanga's own factory on the estate.

The bulk of the tea is sold at auction in Malawi and London and the remainder is sold by private contract to a number of purchasers none of whom accounted for more than 10 per cent. of total sales during the six months ended 31st March, 1975. There is no restriction on the remittance to the United Kingdom of post-tax profits from Malawi. Malawi, a developing country whose economy is predominantly agricultural, maintains good relations with the United Kingdom.

The estate is managed by a European general manager and assistant manager and approximately 2,000 people are employed; the process of training Malawian executives is well advanced. Main Board Directors of the Company visit the estate regularly and Eastern Produce (R.B.D.A.) Limited provides agency services in Malawi. As a result of improved methods of husbandry and the maturity of the younger tea, the tea crop is at present increasing, taking one year with another. The amount of tea produced by Bandanga and the degree of profitability are, in any one year, dependent on climatic variations and the price of tea on world markets.

(2) Purbeck

The business was started in 1965 when Mr. and Mrs. A. P. Coakley, who sold Purbeck to the Company, formed a partnership to manufacture personalised ceramic door plates. In 1973 the business of the partnership was acquired by Manufacturing and Sales, which had been formed by the vendors for this purpose, and since that date the companies have increased their range of products by manufacturing decorated beakers, teapot stands and chessboards and selling decorated pottery. In October, 1974, the vendors formed Prints which manufactures personalised key fobs, tooth brushes and comb of Purbeck. In the United Kingdom the products are sold direct or through agents to a wide range of customers from major department stores to individual gift shops. During the period between January, 1974, and June, 1975, Purbeck abandoned its traditional policy of operating on low stocks, and increased

stocks to secure a supply line of essential tiles required for its established business and in order to meet demand for the new products launched by Prints. It was also considered that the purchase of stocks in a period of high inflation was a worthwhile utilisation of the cash resources that were available and a safeguard against future price increases.

In the twelve months to 30th June, 1975, approximately 59 per cent. of the total sales of Purbeck was exported, principally to North America; Carter Riches in the U.S.A. and Universal Crafts in Canada accounted for 28 per cent. and 33 per cent. respectively. In the current year it is expected that exports will be lower than in the previous period. Apart from Carter Riches and Universal Crafts, no other single customer accounted for more than 10 per cent. of the total sales of Purbeck in the twelve months to 30th June, 1975. In the same period the purchase of a particular type of tile from H. & R. Johnson-Richards Tiles Limited accounted for 22 per cent. of the total value of purchases made by Purbeck. At the present time it is anticipated that stocks of this tile will be sufficient to meet 6 months demand. There is currently no other supplier in the United Kingdom but Purbeck has traded satisfactorily with H. & R. Johnson-Richards Tiles Limited for the last 8 years and no supply difficulties are anticipated in this respect. No other supplier accounted for more than 10 per cent. of the total value of purchases made by Purbeck in the twelve months to 30th June, 1975.

The Managing Director of Purbeck includes a full-time Sales Manager, controlling twelve agents nationally, and a Works Director who has been recruited to supervise production. Mr. Pinsent and Mr. Slocock have joined the Board of the company and will be responsible for overall financial control. Since its formation Mr. A. P. Coakley has been the Managing Director of Purbeck and he has agreed to remain so for a minimum period of six months from completion. It is the intention of the Company to negotiate a Service Agreement with Mr. Coakley as an Executive Director of Purbeck for a longer period. Purbeck currently employs 31 people and utilises the services of over 100 outworkers according to demand.

(3) Other Activities

The Company maintains a portfolio of listed investments which was originally acquired as described under the heading "History" above. The shareholdings in Central Province and Borrell, which accounted for £51,500 and £42,675 respectively of the total market value of the portfolio of £298,248 on 1st December, 1975 are, at the moment, regarded by the Directors of the Company as long term investments. The remainder of the portfolio is, and on present indications will continue to be, invested in a number of other companies, principally in high yielding plantation shares, which provide a useful source of franked investment income.

The change in the United Kingdom tax legislation enacted by the Finance Act 1974 reduced the opportunities for the services then being provided by the entertainment subsidiaries and as a result, the business has substantially decreased. Their activities now entail the collection of certain outstanding fees. It is anticipated that the entertainment activities will make a small contribution to the profits of the Company. At the year ended 30th September, 1975, and for no contribution thereafter. The Company will not incur any liabilities as a result of the entertainment subsidiaries ceasing to trade and there is no present intention of making any further investment in this field.

PROPERTIES

Details of the properties owned by the Company and its subsidiaries ("the Group") are as follows:-

Location	Description	Owner	Approx. Area (Hectares)	Tenure	Rental
The Thyolo District, Malawi	Tea Estate and Factory	Bandanga	3,202 acres	Freehold	—
30 John Street, London WC1N 2AT (Note 2)	Offices	The Company	4,500 sq. ft.	Leasehold 25 years from 23.12.72 (subject to review)	£25,000 p.a.
65 Kings Road West, Swansea, Dorset	Single storey warehouse	Manufacturing	5,245 sq. ft.	Freehold	—
68 and 70 Kings Road West, Swansea, Dorset	Factory and Office	Manufacturing	9,995 sq. ft.	Freehold	—
72 Kings Road West, Swansea, Dorset	Warehouse	Manufacturing	2,950 sq. ft.	Freehold	—
76A Kings Road West, Swansea, Dorset	Depot and Office	Manufacturing	5,170 sq. ft.	Freehold	—
2 Cliff Place, Swansea, Dorset (Note 3)	Semi-detached cottages	Manufacturing	—	Freehold	—

NOTES:-

1. Apart from the estate in Malawi the area stated is floor area.
2. When the leasehold interest was acquired on 28th December, 1973 (see Material Contracts below), it was subject to an Underlease, for ten years from 28th September, 1972, of approximately three-fifths of the building at a rental of £18,500 (subject to review after 5 years). A liquidator of the Underlessee was appointed on 14th April, 1975, and the Underlessee has been surrendered. The Company is proposing to assign the Lease (free of premium) and to enter into a 21-year lease (with rent reviews every 5 years) of Rembrandt House, 539 London Road, Isleworth (having a floor area of 1,432 sq. ft.) at an initial rental of £8,000 per annum.
3. The cottage is let on a Service Tenancy to an employee rent free.

DIRECTORS

Mr. D. H. Pinsent, aged 32, is Chairman and Managing Director and has had overall control of the Company since September 1973. He was formerly a Director of Eastern Produce and a number of listed tea and investment trust companies.

Mr. G. I. de Glanville, aged 58, is a Director of a number of tea companies and was Chairman of one of the leading Agency Houses in Sri Lanka. He is a Director of Eastern Produce and its subsidiary Eastern Produce (R.B.D.A.) Limited who act as agents in Malawi.

Mr. D. M. Slocock, aged 30, is Chairman of Single Holdings Limited which is a substantial shareholder in the Company and a Director of two other listed companies whose activities are in the tea and industrial fields.

Mr. C. S. Goldsmith, aged 39, is a Solicitor and a non-executive Director of the Company.
Mr. E. H. Newby, aged 64, is a Stockbroker and has been a tea planter in India and Malawi for much of his working life. He is a non-executive Director of the Company.

(2) Purbeck

The following is a report by Clapton, Millar & Thorogood, Chartered Accountants, on Purbeck:-

"The Directors, Bandanga Holdings Limited, 30 John Street, London WC1N 2AT, Gentlemen,

At all relevant times we have acted as Accountants for the Partnership (as defined below) and as Auditors of Purbeck (also as defined below) and report as follows:-
1. In 1965, Mr. and Mrs. A. P. Coakley commenced trading in partnership ("the Partnership") under the name of Purbeck Ceramics. The Partnership continued until 8th May, 1973, on which date its manufacturing activities and its selling activities were respectively transferred to Purbeck Ceramics (Manufacturing) Limited ("Manufacturing") and Purbeck Ceramics (Sales) Limited ("Sales"), neither of which had previously traded. The issued share capital of Manufacturing and Sales have been wholly-owned by Mr. and Mrs. Coakley during the relevant period. In October, 1974, Picture Prints Limited ("Prints") was incorporated and commenced trading; the issued share capital of Prints was wholly-owned by Mr. and Mrs. Coakley. Manufacturing, Sales and Prints are hereinafter collectively referred to as "Purbeck".
We have examined the accounts of the Partnership and the under-noted companies in respect of the periods stated below:-
The Partnership from 8th November, 1970 to 8th May, 1973.
Manufacturing from 7th May, 1973 to 30th June, 1975.
Sales from 7th May, 1973 to 30th June, 1975.
Prints from 22nd October, 1974 to 30th June, 1975.

2. Accounting Policies
The accounting policies adopted in arriving at the profits and net tangible assets set out in 3 and 4 below are as follows:-
(a) As stated below, records relating to the ascertainment and valuation of stocks and work in progress were not available at any relevant accounting date other than at 30th June, 1975, and accordingly we are unable to state the balance which such stocks and work in progress would have been at at 30th June, 1975, and work in progress of Purbeck have been valued at the lower of cost (including overheads) and net realisable value.
(b) Depreciation of fixed assets has been provided as follows:-
Freehold property at 2 per cent. per annum on cost.
Plant at 15 per cent. per annum on the reducing balance.
Vehicles at 25 per cent. per annum on the reducing balance.
(c) Provision has been made in the accounts for the period ended 30th June, 1975, for taxation at the rate of 52 per cent. deferred by reason of capital allowances for taxation purposes exceeding the related charge for depreciation and of the stock relief provisions of the Finance Act (No. 2) 1975.

3. Turnover and Profits
The sales and profits shown by the relevant accounts of the Partnership, Manufacturing, Sales and Prints respectively for the periods stated, together with particulars of the amounts included for stocks and work in progress at the beginning and end of each period and of depreciation charged in each period, were as set out below. Whilst detailed stock records were not available to us at any date prior to 30th June, 1975, we are satisfied that at that date stocks and work in progress have been valued at the lower of cost (including overheads) and net realisable value. As at all other relevant accounting dates of the Partnership we were satisfied that the stock levels at that date were not material in relation to the total net assets or the profit record and in our opinion the results as shown by the accounts as set out below give a true and fair view of the profits for the periods stated.

(a) The Partnership
8th November, 1970 to 8th May, 1973.
13th November, 1971 to 11th November, 1972.
1971 to 1972 (approx. one year)
1972 to 1973 (approx. one year)
1973 to 1974 (approx. one year)

	1970 to 1971	1971 to 1972	1972 to 1973	1973 to 1974	1974 to 1975
Sales to outside customers	132,077	155,515	85,579	54,182	54,182
Less: Costs and expenses	79,036	102,586	54,182	33,840	33,840
Profit before taxation (attributable to the partners (Mr. and Mrs. Coakley))	£53,041	£52,929	£31,397	£20,342	£20,342
Depreciation charged in arriving at the above profits	£1,001	£2,914	£1,299	—	—
Value of stocks and work in progress at:-					
Beginning of period	£4,516	£7,424	£13,387	£13,387	£13,387
End of period	£7,424	£13,387	£13,387	£13,387	£13,387

(b) Purbeck
The profits of Purbeck, prepared on the basis shown in note (i) below, together with particulars of the amounts included for stocks and work in progress at the beginning and end of each period and of depreciation charged in each period, were as set out hereunder.

	7th May, 1973 to 30th June, 1973	1st January, 1974 to 30th June, 1974	1st January, 1975 to 30th June, 1975
Sales	214,889	793,600	436,543
Less: Costs and expenses excluding Directors' remuneration	112,216	385,067	214,889
Profit before taxation	102,673	408,533	221,654
Less: Remuneration payable to Mr. and Mrs. Coakley as Directors	32,582	36,897	32,582
Less: Taxation on profit for period	70,081	326,363	161,627
Retained profit	£24,591	£145,273	£22,445
Depreciation charged in arriving at the above profits	£1,541	£3,222	—
Value of stocks and work in progress at:-			
Beginning of period	£18,010	£18,250	£18,250
End of period	£18,250	£18,250	£18,250

Notes:-

(i) The above results are based on the audited accounts of Manufacturing, Sales and Prints. Accounts of Sales were prepared for the period from 7th May, 1973 to 30th April, 1974, and the results shown by these accounts have been apportioned to the periods shown above on the basis of sales.
(ii) Sales represent the value of goods sold to outside customers and are stated exclusive of value added tax.
(iii) In view of the differing accounting periods, the following is a statement of the profits of Purbeck apportioned by sales on an annual basis and overheads primarily on a time basis, for the period from 7th May, 1973, to 30th June, 1975, the year ended 30th June, 1974, and the year ended 30th June, 1975. Taxation has been apportioned in line with the profits arrived at on the following basis:-

	7th May, 1973 to 30th June, 1973	Year to 30th June, 1974	Year to 30th June, 1975
Sales	44,161	427,727	636,611
Profit before Taxation	12,162	161,045	212,237
Taxation	6,163	76,710	112,264
Retained Profit	£5,999	£84,335	£100,000

4. Net Tangible Assets

(a) The Partnership
In our opinion, the following statement gives a true and fair view of the net tangible assets of the Partnership at the relevant dates as set out below:-

	7th November, 1970	13th November, 1971	11th November, 1972	8th May, 1973
Fixed assets	4,546	7,790	9,721	9,768
Current assets	32,285	54,728	56,424	83,282
Less: Current liabilities	2,010	3,768	5,684	51,639
Net current assets	30,276	50,960	50,737	41,649
Net capital employed	£34,800	£58,300	£58,300	£58,300

(b) Purbeck

In our opinion, the following statement gives a true and fair view of the combined net tangible assets of Purbeck based on their audited balance sheets at 30th June, 1975, adjusted to take into account the proposed acquisition by Bandanga of freehold property at 68/70 Kings Road West, Swansea, valued at £32,500 to be satisfied by the issue of shares.

	31st December, 1973	30th June, 1975
FIXED ASSETS		
Freehold Property	Nil	95,821
Plant, vehicles, etc.	9,891	24,874
	9,891	120,695
CURRENT ASSETS		
Stocks	18,250	18,250
Debtors and pre-payments	94,886	144,369
Bank balances and cash	80,233	87,213
Less: CURRENT LIABILITIES		
Creditors and accruals	189,169	360,476
Taxation	58,829	98,247
	248,000	458,723
NET CURRENT ASSETS	141,009	212,216
NET TANGIBLE ASSETS	150,908	332,911

Less: Deferred Taxation
Your liability
£21,111
£21,111

Less: Adjustment arising from different accounting dates
£2,808
£2,808

NET TANGIBLE ASSETS
£129,789
£309,103

Represented by:-
Issued share capital
Consideration for the subsequent acquisition of freehold property to be satisfied by the issue of shares
Share premium account
Retained profits
£1,000
£32,500
£34,501
£33,906
£80,907

Notes:-
(i) Freehold property has been valued as at 1st August, 1975, by Richard Ellis, Chartered Surveyors, at £66,600 on the basis of open market value with vacant possession except for 2 Cliff Place, Swansea, Dorset, which was subject to a service tenancy.

(ii) Capital commitments at 30th June, 1975, not provided for above, amounted to £21,000 of which £19,000 related to the purchase of 76A Kings Road West, Swansea, which was completed on 14th August, 1975, and not included in the valuation mentioned in (i) above.

(iii) All inter-company trading liabilities have been eliminated.

6. Accounts
No accounts have been made up by Purbeck since 30th June, 1975.

238 High Street, Salisbury, Wiltshire. CLAPTON, MILLAR & THOROGOOD, Chartered Accountants

FINANCIAL INFORMATION

There is set out below financial information about the Company and its subsidiaries (other than Purbeck), an Accounts Report on Purbeck, and a pro-forma Balance Sheet of the Company and its subsidiaries following the acquisition of Purbeck.

(1) The Company and its Subsidiaries (excluding Purbeck)

1. The consolidated profits of the Company as set out in the audited accounts of the Company in respect of the five years ended 30th September, in the years 1970 to 1974 inclusive and in the audited interim accounts for the six months ended 31st March, 1975, and the amount distributed by way of dividend in respect of the five years ended 30th September, in the years 1970 to 1974 inclusive were as follows:-

	30.9.70	30.9.71	30.9.72	30.9.73	30.9.74	31.3.75
TURNOVER						
Tea	144,816	158,986	174,787	185,873	294,007	199,882
Tea Lessure	—	—	857,528	2,244,741	827,269	84,791
	144,816	158,986	1,032,315	2,430,614	1,221,276	284,673
PROFIT BEFORE TAX						
Tea	37,544	44,965	51,883	53,951	115,722	85,176
Tea Lessure	—	—	19,984	37,618	33,608	2,280
Investment and Services	—	—	—	7,453	2,110	(28,4

The Executive's World

Nicholas Leslie looks at Fine Art Developments, a company in

The business of Christmas

THERE CAN BE few people who have not trimmed their Christmas card lists this year in order to save on postage costs. The Post Office itself has estimated that the number of letters and parcels handled will fall by about 12.5 per cent. from 811m. to 709m., while other projections have been even more depressing. Meanwhile, there have been indications that the Post Office will have to consider yet another round of postal increases next year to make up for falling revenues.

One man who is more optimistic, however, is Mr. Francis Kerry, chairman of Fine Art Developments. Perhaps he needs to be since his company makes Christmas cards, but on the other hand he does have the experience of having watched the pattern of card sales for many years, he they good or bad ones and whether or not postal rates have risen or remained stable.

Mr. Kerry and his co-directors are undoubtedly sensitive to projections about the general Christmas trade. And this is due partly to their feeling that two frequently held beliefs about Fine Art, which can affect its status as an investment, are misconceptions. One is its description as the charity card company and the other is the suggestion that its fortunes are very largely dependent on Christmas cards.

It is not so much that the "misconceptions" are totally inaccurate. Rather, it is felt that they deny recognition of other activities which have been built up to reduce dependence on one product and one season. Given the rise in card prices over the past year or so and a more than 100 per cent. increase in postal rates—the most recent rise having been in September and thus still fresh in the mind of the public—the current Christmas season will obviously be crucial in vindicating or otherwise the directors' viewpoint.

Certainly, they have been showing considerable confidence of late. They recently announced pre-tax profits for the half year to September 30, 1975, up from £24,000 to £71,000—on sales up from £7,600 to £10,740—and are forecasting a full-year profit in excess of



the £226m. earned in the year to March 31, 1975.

Fine Art bears its "charity card company" label from its earlier days when it formed a large part of its business and is still the largest charity card company in the market. However, Mr. Francis Kerry, the chairman, comments: "Charity cards represent less than 5 per cent. of our total turnover (which in 1974-75 was £20.5m.)."

The description "charity cards" is often confused with that of fund-raising cards. Fine Art sees the distinction as being that the former relates to national charities such as the National Society for Mentally Handicapped Children (which raised over £400,000 through card sales last year) and the Save the Children Fund, whereas fund-raising cards are a means whereby local organisations such as women's guilds, together with Boy Scouts and Girl Guides, political parties, cricket and tennis clubs can swell their coffers.

The company often finds itself faced with direct or implied criticism over how much it makes out of charity cards compared with its other business. There is no hard and fast rule, since deciding factors include how many cards are involved with each charity. But in many instances the proportion of sales revenues received are split 60 per cent.

to Fine Art and 40 per cent. to the charity. While this looks very favourable for Fine Art (and the chairman makes no apology about the company's aim of making a profit), the situation is not quite so simple. As Mr. Donald Barnes, chief executive, points out, while the charity with 40 per cent. of revenue has little administrative commitment, Fine Art, out of its 60 per cent., will bear the costs of design, printing and manufacture. "We will handle the whole thing for the charity," he says, adding that mailing lists of charities are kept in Fine Art's computer so that it can handle all mailing shots as well.

Fund-raising cards are certainly a major source of business. The company has about 40,000 different accounts and to service these it publishes catalogues which enable organisations to see what cards Fine Art has available. These catalogues serve another purpose as well, and one which represents the growing proportion of the total business—mail order.

Two catalogues a year are published, one going out in January and the other in June. The first one, in addition to cards, lists articles such as stationery, school writing sets, pens and many other items, in addition to birthday and other cards. The June catalogue is aimed at the Christmas trade and together with Christmas cards, offers toys, wrapping

paper, decorations, lights and similar articles.

The fund-raising operation is handled through the Webb Ivory subsidiary. A similar activity—involving a general card-mail order business—is operated through the Studio Cards subsidiary. The common factor is that all selling is handled through agents, the number of whom has now grown to around 600,000.

Donald Barnes emphasises that, while the company sees the mail order operation as the one which should further reduce the amount of business geared in one way or another to Christmas, it is in no way competing with the majors such as Grattan and Littlewoods. "We are selling items below £3 to £4, whereas they basically start at that level," he says. Additionally, all business is done on a credit basis.

While mail order operations have grown considerably and now account for some 60 per cent. of turnover, it is generally what could be described as "card led" business. And Francis Kerry comments: "I think we will still keep to cards as an entrée to mail order. We don't intend to go the way of Grattan and Littlewoods."

But an obvious problem facing a low-price mail order business is in being able to absorb rising costs, and this has in part been evidenced by the company's narrowing margins on sales in the past few years of high inflation.

Donald Barnes recognises this, but feels it can be overcome by increased volume. To achieve this the catalogue will be steadily enlarged and the bigger orders from agents he expects to result he sees as "equalising greater efficiency." Administration costs should be held down by the company having computerised ordering, stock control and other cost centres.

At the same time, Donald Barnes is looking for benefits to come through from a fairly heavy capital expenditure programme, particularly on buildings. In recent years, spare capacity is now available to handle the expected larger volumes from existing buildings. Another advantage which the company feels it has is that it

is in all areas of the card trade, from the economy levels to the more expensive levels where its Raphael Tuck subsidiary holds a Royal Warrant.

Outside of mail order cards, Tuck, together with A. Vivian Mansell supply the retail trade while another subsidiary, Arnold Barton, sells to the wholesale trade and some of the larger stores. All cards are manufactured at the Accrington plant of Joseph Arnold.

Overseas operations are gaining in importance. France is seen as having considerable potential—fund raising cards are proving successful—as in Germany. The company also exports to Italy, Holland, Austria, South Africa and Eire. It is also in Australia, although this has proved to be difficult largely because of manufacturing operations which have now been closed down. This year, export business should account for around £2m. of turnover.

Fine Art, which has its basis in the combination of two family businesses, has grown both internally and by acquisition. More recently, its sights have been set on businesses other than cards to bolster mail order. This year, for instance, it has bought Donroy International (Cosmetics), which trades as Studio Cosmetics selling through direct sales outlets and now through Fine Art catalogues, and also a small toy company which will find similar outlets.

The broader base which Fine Art has developed is undoubtedly confirmation of its own belief that the two "misconceptions" about it are misleading. A lot of business is still, nonetheless, based around Christmas trade—be it cards or mail order—and thus susceptible to increases in postal rates.

But Francis Kerry strongly maintains that the effect this year on Christmas cards of higher costs will be quite small, while Donald Barnes points to the growing practice of personal delivery of cards as a means of offsetting higher postal rates. Clearly, the resilience which Fine Art—which produces over 400m. cards a year—feels it has will be fully tested this year.

Art Garcia reports on a California craze

Money for old rock

What started as a joke over a drink after work one recent day has exploded into a successful young business booking sales at a rate of 60,000 units daily. The success of fledgling Rock Bottom Productions is either testimony to the marriage of whimsy and marketing, or persistent search for a "different" gift or social critic H. L. Menckens's counsel that "no one ever went broke under-estimating the intelligence of the American public." Soon to be tested is the resistance of the buying public in England and Canada and possibly other countries.

For whatever reason, the U.S. is hooked on another of its frequent fads, but this one is a little more unusual than most. The hot item in pre-Christmas retail shopping these days is a rock—a plain, ordinary, everyday unadorned large pebble. What's different about this particular breed, however, is the cleverness of its packaging and promotion. Called a "pet rock," it comes in a cardboard carrier complete with air holes and excelsior cushioning. The surprising thing is that between a million and a million and a half of the pet rocks are expected to be sold in the three months between their introduction and Christmas Day. More incredible is that people are paying \$12 per rock.

"This thing has shot off so fast, I can't believe it," marvels Mr. Gary Dahl, a 38-year-old advertising executive who heads Rock Bottom Productions. "Make that ex-advertising executive," he chuckles, savouring his new status and overnight wealth. Mr. Dahl, whose company now is going through 24 tons of rocks each day, says the whole thing started when the subject of pets came up during a discussion with friends at a cocktail lounge in Los Gatos, a hillside community 40 miles south of San Francisco. Everyone was talking about his pets and the troubles of training and caring for them.

"When it came to my turn to speak, I told them I didn't have to worry because I owned a pet rock," recalls Mr. Dahl. "Everybody cracked up, but they all admitted it would be great to own a trouble-free pet. That's when I figured I might really

have something." The whole idea was refined into a genuine business venture and Mr. Dahl and his new company were on their way. The little boxes labelled "pedigree pet rock" are now being sold at nearly all major department store chains and prominent gift and specialty shops, including Macy's, Neiman-Marcus, Bloomingdale's, Lord and Taylor, and hundreds of J. C. Penney outlets.

Along with the box, Mr. Dahl created a humorous owner's manual advising how to train and care for the pet rock. "The manual is what makes the whole thing fun," explains Mr. Dahl, who patterned the instructions after the kind of obedience school training tips that might be used by those receiving a puppy as a gift. The impish 32-page manual tells owners how they can train their pet rock to perform tricks such as "roll over" ("the best place to teach your pet rock to do this is on the side of a hill") or "play dead" ("rocks enjoy this trick so much that often when you're not even looking, they'll actually practice it on their own"). Other sections cover attack training and health care and note that pet rocks are "perfect for people who hate animals, are allergic to animals, or who are not allowed to keep animals."

"It's crazy," shrugs Mr. Dahl. "The phone just keeps ringing and there's no end in sight." He buys his rocks from a local distributor who has them trucked in from Rosarita Beach in Mexico's Baja California. The largest single order so far—11,000 pet rocks at a wholesale sale of \$22,000—has come from Lord and Taylor in New York City, the biggest single market for the pedigree pebbles. "Retailers want a ton of the rocks before Christmas because that's their big selling season, but most of the dealers I've talked to feel the momentum of the pet rocks will propel into next year and that they may still be around next Christmas," Mr. Dahl says.

The pet rock idea started as a gag gift for the person who has everything "but the stories about it are just incredible," he comments. "It's being used in schools for behaviour

modification experiments with children and Xerox Corporation will feature it in one of its educational publications. It's gone beyond just a gag gift," he continues, relating stories of people walking through offices pulling their rock on a leash. "People are projecting their own personalities into this," he says, but for the moment he remains unworried about the impact or what that may mean.

"I have a good friend who's a psychologist and as soon as I can find the time I want to sit down and talk to her about this phenomenon. I think America has lost its sense of humour and maybe this is bringing it back a little bit." Although he's at a loss to explain precisely why his idea has become such a sensation, Mr. Dahl is confident the pet rock is "the biggest thing since the hula-hoop."

A big difference between the two fad items is that hula-hoops were purchased mostly by children while everybody, including little old ladies and business executives are finding appeal in pet rocks. The St. Louis Zoo gift shop has placed its second order, for example. "I knew I'd sell some rocks because I knew I had a basically good comedy gift idea, but wow, I don't know about all this," sighs a still amazed and amused Mr. Dahl. "I heard about a young woman who went through all the boxes at Bloomingdale's in New York looking for the biggest rock. She said she wanted an attack rock. How do you figure that?"

What's next? How does the imaginative Mr. Dahl envision his pet rock "I'm going to open up a nationwide chain of spay clinics," he laughs. "I really don't know, honestly. I've been going crazy here since October 1. The orders are rolling in and I haven't spent a penny on advertising." He does confess he is eyeing both England and Canada as the first overseas markets for the pet rock and says a test shipment may be sent to Tokyo. "We have ideas for other products. Rock Bottom Productions will be very financially stable from pet rocks so we'll be able to pursue these other ideas," Mr. Dahl says. "All I know is the bottom line looks very, very promising."

The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

AGRICULTURE

Stream powers a pump

SIMPLE and ingenious, an idea evolved in New Zealand for the transfer of water from streams to points high above the level of the flow could be used to advantage anywhere intensive farming is practised. The movement of the stream provides motive power and the water to be pumped is there already.

Equipment needed consists of a sleeve of glass reinforced plastic housing a shaft on which six sets of fan-like propeller blades are set. The blades are light in weight, also made from grp, and to provide maximum drive the unit should not be immersed to more than three-quarters of the height of the casing.

Various pump sizes are supplied so that the unit can deliver from 100 to 500 gallons per hour at heights from 30 to 60 feet, according to requirements. Pressures developed from the flow of a stream between 1 and 4 cubic feet per second amount to several hundred psi and, depending on flow and fall, the motor will run well at speeds between 40 and 120 rpm.

Application
Maintenance is minimal and siting and anchoring is a matter of almost plain common sense. While the initial applications of this pump have all been in agricultural situations, it is clearly useful in many other areas (mining and civil engineer-

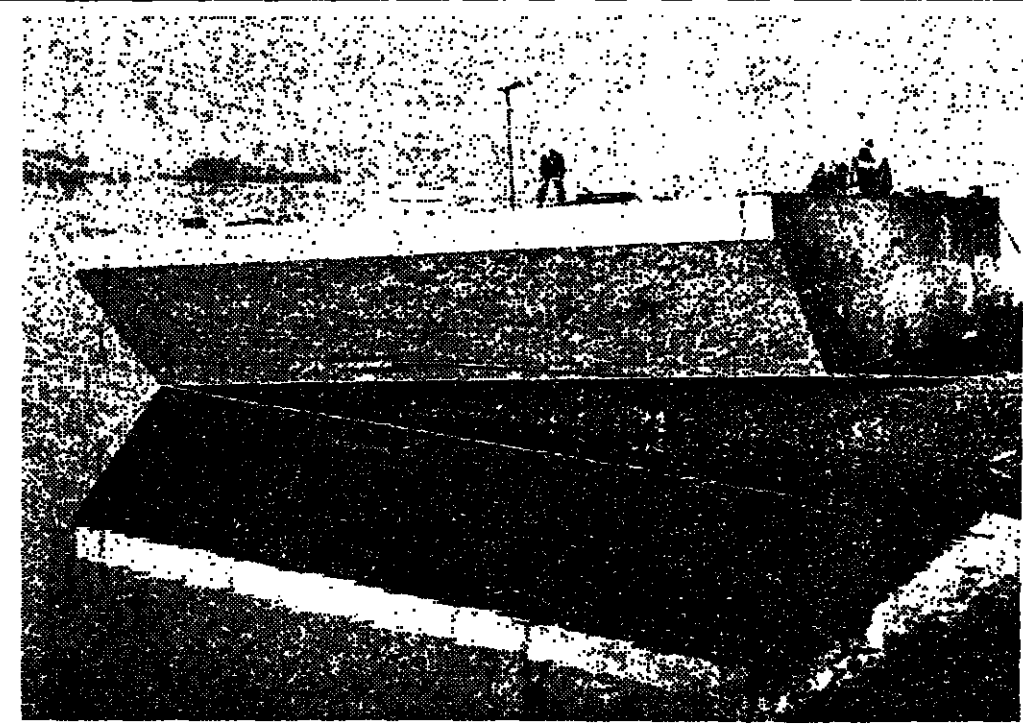
ing) and is far less costly than other equipment which must have a fuel-consuming prime mover. The device is patented in New Zealand and Australia and patents are pending in most of the developed countries.

Further information from Plata Power, POB 221, 8-10 Broadway, Dunedin, New Zealand.
Of great interest at this time of fuel price rises is the fact that the company is developing a version of its turbine to operate fully submerged and in tidal conditions. If all goes well and this proves to be anywhere as efficient as the unit just described, the marine version should be of major interest in coastal regions all over the world.

INSTRUMENTS

To market petroleum analysers

A MARKETING agreement has been made by Stanhope-Seta, Station Road, Chertsey, Surrey, KT16 8BG (06328 64391), with Princeton Gamma-Tech, of New Jersey, U.S., whereby Stanhope-Seta will act as exclusive representative in the U.K. and Eire for the sale of the PGT non-destructive fluorescence analysers for the determination of lead or sulphur content in petroleum and allied products. Among other applications they are claimed to be particularly effective in production and quality control because sample preparation is minimal, and the analysers are capable of testing specimens in liquid, powder, solid or slurry form.



The first commercial application of Air Cushion Equipment's water skate system has been carried out with the launch of a 300-ton diving pontoon at the Offshore Centre, Pembroke Dock, by the Hancock Shipbuilding Company. Water "skates" operating at 2.5 bar psi moved the pontoon over 75 metres down a slipway with a 5-degree gradient. The pontoon is for use on Loch Linnhe by a divers' training school. The pontoon was built to facilitate a sideways launch, and on a flat area. To prepare for the launch the barge was

jacked such that it conformed to the slipway angle and had a gap of at least 10 inches from the underside of the barge and the plans of the runway. Under the pontoon the slipway was continued by means of a combination of steel and timber structure and the steel runways continuing from the slipway proper. The water "skates" were then located at equal intervals and packed with timber to fill the gap. From this position the barge could lift free through a 75mm. height, the rise height of the "skate."

SERVICES

Consultancy from above

QUIETLY and without publicity IBM is moving into the consultancy business, a move not likely to prove popular within the consultancy industry. As yet, IBM seems to be approaching the business in a minor key—the claim is of a "pilot" and experimental basis.

For the time being only one U.K. contract, with a major merchant bank, is involved. IBM is, however, believed to have reached similar agreements with some major European companies, notably in France and West Germany. Consultancy is sold under the title of Business Planning Systems. The service is said to be very unlike IBM's Systems Organisation Plan of the 'sixties in that it uses some quite advanced techniques which are believed to belong to the partly defunct "Future System" series. Among them are probably IBM's plain language interface.

This would allow the business user the semblance of a relatively unstructured dialogue with a computer system, using VDU's and light pens. This is thought to be achieved with structured programming techniques.

specialists, who work with the Board or at the most senior level of the client to define the organisation's information needs. Even at this stage they are closely assisted by company data processing specialists. Having defined the needs, they then go on to stage two to determine objectives in more detail. And at stage three they go down one level more to try to determine the answer to the question: "What in the light of one and two are the organisation's real needs?" These processes can take six months, at the end of which IBM will be as familiar with the user's requirements as he is himself.

IBM is believed to emphasise that this does not commit users to purchase or rental of IBM systems and software. However, the presence of IBM specialists throughout, from their advisory role at the first level to that of analysis and proposal to the detailed level must tend to make this inevitable.

IBM is believed to emphasise that this does not commit users to purchase or rental of IBM systems and software. However, the presence of IBM specialists throughout, from their advisory role at the first level to that of analysis and proposal to the detailed level must tend to make this inevitable.

custom-programmed ROMs are organised as 32 words of 8 bits. Access times are typically 25 nanoseconds and the power dissipation is 250mW. To simplify system design using these devices, input clamping diodes have been incorporated into the design. Provision of Tri-State outputs offers capability of driving capacitance on memory output, resulting in faster low-to-high transitions. Available in quantity for operation over the full military temperature range, they are packaged in either a 16-pin ceramic or moulded DIP.

Electronic Components Division, Ferranti, Gen Mill, Chadderton, Oldham, Lancs. 061-624 0515.

COMPUTING
Speeds the mail orders

INVOICES and bar-coded picking slips needed at Freemans Mail Order warehouse in Peterborough and previously sent by road from Logica's Clapham computer bureau in South London are now being sent over Post Office lines using a system designed and implemented by the computing company.

Logic-designed interfaces and controllers are used throughout. The system has been designed to accept magnetic tapes in IBM format at Clapham from where it transmits data to Peterborough for printing. Tapes can also be copied to Clapham from Peterborough and vice versa.

At peak operation three 8.8 kb/s lines are used to transmit data for 12,000 invoices and 24,000 picking slips in one hour. If any line is not available there is automatic optimisation of throughput.

CORAL for engineers

A SERIES of 5-day workshops on Coral 66, the high level computer language for process control, is being planned by the Central Electricity Generating Board's Computing Bureau. To be held at the bureau's London headquarters, they are for computing staff and also for engineers and scientists with some knowledge of computer programming. An introduction to the language, backed by practical work in its application, will be given by senior Board staff. Some of the Board's existing installations already make use of Coral and, with the increasing availability of Coral compilers, its use will become more widespread. For example, the process control language, called D, is being developed in the language. Future applications include the process control

systems for Dinorwic pumped storage scheme, and Sizewell B and Oldbury nuclear power stations.

CEGB Computing Bureau, 85, Park Street, London, SE1 9DY

LIGHTING
Hand-held searchlight

CLAIMED by the makers to be the most powerful hand searchlight produced, the Mk2 66C from Londesborough Oil and Mining Engineering generates 80,000 candle power and produces a beam spread of only 40 inches at 1-mile. The lamp has a Nato designation and is also available to BASEEFA Div. 1 flameproof. The sealed beam lamp unit is made to the company's specification by GE in the U.S. and is supplied from two 6 V 8 Ah sealed electrolyte batteries having an anticipated life of several years of continuous use. Fully charged the batteries will operate over a temperature range of 70 to -68 deg. C. A purpose-built battery charger is provided in the carrying case. The case of the lamp is made from a material called Loidite, 882 grams. The frequency is changed by removing the existing plug-in frequency cube module and replacing with a new one. This allows use of up to 60 channels

and changing frequencies can easily be done by unskilled personnel.

Use of solid state techniques has meant a considerable reduction in size and weight, increasing the PF9's range to 440-470 MHz. The PF9 series are FM equipments.

Two-unit portable radiotelephones (PF9) by Pte Telecommunications are being offered and first users will be Strathclyde Police, in the Glasgow and surrounding districts, who have ordered 450 units.

During the early 1960s Pte Telecommunications introduced a new development in portable communications with its PF1 two-unit Pockettele. These units were adopted by most Police Forces and many industrial users both in the United Kingdom and abroad. Typical applications are in all fields of safety and security work, for electricity boards, gas boards, the oil industry, in local authorities and water boards and for bus inspectors.

The PF9 is the latest in the company's range of portable two-way radiotelephones, and is about half the size of the PF1. The transmitter and receiver are each measure 130 by 35 by 20 mm and together weigh only 382 grams.

The frequency is changed by removing the existing plug-in frequency cube module and replacing with a new one. This allows use of up to 60 channels and changing frequencies can easily be done by unskilled personnel.

Use of solid state techniques has meant a considerable reduction in size and weight, increasing the PF9's range to 440-470 MHz. The PF9 series are FM equipments.

Two-unit portable radiotelephones (PF9) by Pte Telecommunications are being offered and first users will be Strathclyde Police, in the Glasgow and surrounding districts, who have ordered 450 units.

During the early 1960s Pte Telecommunications introduced a new development in portable communications with its PF1 two-unit Pockettele. These units were adopted by most Police Forces and many industrial users both in the United Kingdom and abroad. Typical applications are in all fields of safety and security work, for electricity boards, gas boards, the oil industry, in local authorities and water boards and for bus inspectors.

This service is available to every company active in the market.

THINK ABOUT EXECUTIVE HEALTH

Enjoy every facility for efficient industry and every amenity for family life.

GET THE FACTS ABOUT Cwmbran

For information about industrial opportunities in Cwmbran New Town please write to: R. P. Mendenhall, M.B.E., M.C., General Manager, Cwmbran Development Corporation, General House, Town Centre, Cwmbran, Gwent NP23 5JL. Telephone, Cwmbran 87777.

and absolute dead length tolerances may be held, for although the latter mechanism may be of the draw type, the internal mandrel does not have any linear motion. The unit is made by Aero-Vu, 29 Burners Lane, Kiln Farm Industrial Estate, Milton Keynes, Bucks. MK11 3BU (0908 315040).

Sensor uses the mains

AN ALL-METAL solid state proximity sensor, model S-250, which can operate from mains voltage (115 or 250 volts) is announced by Elliott Relays, of 70, Dudden Hill Lane, NW10 1DU (01-498 8070).

able to detect steel targets at distances up to 0.8 inches. It is intended for applications in position limiting, parts detection, timing and sequencing in materials handling equipment, machine tools and packaging equipment.

The one-piece construction has integral electronics completely encapsulated within a rugged aluminium housing. Unlimited cycling is claimed to be possible, with excellent repeatability over a temperature range of -40 to +180 degrees Fahrenheit. A 1 ampere output is produced.

More than twice the speed of the new fastest shredding machine available in this country is the claim made by the Speed-shred by the marketing company, Business Aids, 3, Whitby Avenue, London, NW10 7SU (01-965 9821). It will accept over 20 sheets of paper at a time and reduce it to shreds at over 40 inches per second. Material to be shredded is dropped into an inclined feed shoot and is fed through two sets of contra-rotating steel bursting wheels. The resultant shreds are streamed into bags for dust-free disposal. Dimensions are 19 inches x 18 inches x 10 inches high and it is available either as a desk model or on a 12 inch trolley stand. The machine's 12 inch mouth accepts up to A3 sheet sizes and the 1.5 hp motor operates from any standard power point.

THE FINANCIAL TIMES

(Established 1888)

Incorporating THE FINANCIAL NEWS

(Established 1861)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 3DF.
Telephone Day & Night: 01-248 8900. Telegrams: Finantime, London.
Telex: 886341/2, 857487.

For Share Index and Business News Summary Ring: 01-246 8036

Branches: **London** 11 Abchurch Lane, EC4N 3JE. **New York** 120 Broadway, NY 605. **San Francisco** 100 Montgomery Street, SF 404. **Frankfurt** 100 Main Street, D-6000 Frankfurt 1. **Paris** 100 Boulevard des Capucines, F-75001 Paris. **Geneva** 100 Rue de la Corniche, CH-1201 Geneva. **Brussels** 100 Avenue de la Woluwe, B-1200 Brussels. **Amsterdam** 100 Nieuwmarkt, NL-1017 Amsterdam. **Stockholm** 100 Drottninggatan, S-111 22 Stockholm. **Helsinki** 100 Mannerheiminkatu, SF-00100 Helsinki. **Copenhagen** 100 Nørstrømsgade, DK-2100 Copenhagen. **Oslo** 100 Karl Johans gate, NO-0154 Oslo. **Norwich** 100 Colney Heath, NR1 3AA Norwich. **Cardiff** 100 Queen's Road, CF1 1AA Cardiff. **Belfast** 100 Victoria Road, BT1 3AA Belfast. **Manchester** 100 Market Street, M1 1AA Manchester. **Sheffield** 100 Fargate, S1 2AA Sheffield. **Leeds** 100 The Quadrant, LS1 1AA Leeds. **Birmingham** 100 New Street, B2 4AA Birmingham. **Nottingham** 100 The Arcade, NG1 1AA Nottingham. **Southampton** 100 The Arcade, SO9 1AA Southampton. **Exeter** 100 The Arcade, EX1 1AA Exeter. **Truro** 100 The Arcade, TR1 1AA Truro. **St. Austrey** 100 The Arcade, PL23 1AA St. Austrey. **St. Ives** 100 The Arcade, TR26 1AA St. Ives. **St. Erme** 100 The Arcade, TR11 1AA St. Erme. **St. Agnes** 100 The Arcade, TR15 1AA St. Agnes. **St. Mary's** 100 The Arcade, TR16 1AA St. Mary's. **St. Michael's** 100 The Arcade, TR17 1AA St. Michael's. **St. Martin's** 100 The Arcade, TR18 1AA St. Martin's. **St. James's** 100 The Arcade, TR19 1AA St. James's. **St. John's** 100 The Arcade, TR20 1AA St. John's. **St. Peter's** 100 The Arcade, TR21 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR22 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR23 1AA St. Andrew's. **St. George's** 100 The Arcade, TR24 1AA St. George's. **St. David's** 100 The Arcade, TR25 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR26 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR27 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR28 1AA St. Mary's. **St. John's** 100 The Arcade, TR29 1AA St. John's. **St. Peter's** 100 The Arcade, TR30 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR31 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR32 1AA St. Andrew's. **St. George's** 100 The Arcade, TR33 1AA St. George's. **St. David's** 100 The Arcade, TR34 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR35 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR36 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR37 1AA St. Mary's. **St. John's** 100 The Arcade, TR38 1AA St. John's. **St. Peter's** 100 The Arcade, TR39 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR40 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR41 1AA St. Andrew's. **St. George's** 100 The Arcade, TR42 1AA St. George's. **St. David's** 100 The Arcade, TR43 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR44 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR45 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR46 1AA St. Mary's. **St. John's** 100 The Arcade, TR47 1AA St. John's. **St. Peter's** 100 The Arcade, TR48 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR49 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR50 1AA St. Andrew's. **St. George's** 100 The Arcade, TR51 1AA St. George's. **St. David's** 100 The Arcade, TR52 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR53 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR54 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR55 1AA St. Mary's. **St. John's** 100 The Arcade, TR56 1AA St. John's. **St. Peter's** 100 The Arcade, TR57 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR58 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR59 1AA St. Andrew's. **St. George's** 100 The Arcade, TR60 1AA St. George's. **St. David's** 100 The Arcade, TR61 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR62 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR63 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR64 1AA St. Mary's. **St. John's** 100 The Arcade, TR65 1AA St. John's. **St. Peter's** 100 The Arcade, TR66 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR67 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR68 1AA St. Andrew's. **St. George's** 100 The Arcade, TR69 1AA St. George's. **St. David's** 100 The Arcade, TR70 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR71 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR72 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR73 1AA St. Mary's. **St. John's** 100 The Arcade, TR74 1AA St. John's. **St. Peter's** 100 The Arcade, TR75 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR76 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR77 1AA St. Andrew's. **St. George's** 100 The Arcade, TR78 1AA St. George's. **St. David's** 100 The Arcade, TR79 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR80 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR81 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR82 1AA St. Mary's. **St. John's** 100 The Arcade, TR83 1AA St. John's. **St. Peter's** 100 The Arcade, TR84 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR85 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR86 1AA St. Andrew's. **St. George's** 100 The Arcade, TR87 1AA St. George's. **St. David's** 100 The Arcade, TR88 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR89 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR90 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR91 1AA St. Mary's. **St. John's** 100 The Arcade, TR92 1AA St. John's. **St. Peter's** 100 The Arcade, TR93 1AA St. Peter's. **St. Paul's** 100 The Arcade, TR94 1AA St. Paul's. **St. Andrew's** 100 The Arcade, TR95 1AA St. Andrew's. **St. George's** 100 The Arcade, TR96 1AA St. George's. **St. David's** 100 The Arcade, TR97 1AA St. David's. **St. Elizabeth's** 100 The Arcade, TR98 1AA St. Elizabeth's. **St. Anne's** 100 The Arcade, TR99 1AA St. Anne's. **St. Mary's** 100 The Arcade, TR100 1AA St. Mary's.

TUESDAY, DECEMBER 23, 1973

A gilt-edged lining

NEWS of the remarkable sales of Government stocks in the banking month to mid-November, and the consequent fall in the money stock created a very firm market in gilts yesterday. Industrial shares fell, on the other hand, suggesting an underlying fear that the Government's very success in funding its own deficit will create a tight market for other would-be borrowers. Indeed there seems in some quarters to be a kind of Catch 22 under which the authorities can never be right: if they fail to sell stock they are printing money, and if they succeed they are depriving the private sector of funds. Fortunately things are not quite as bad as that.

Interpretation

First of all, the recent figures need careful interpretation. November was an odd month in itself: the Consolidated Fund figures showed that Government revenue for the month was 29 per cent up on the same month a year earlier, while expenditure was up only 24 per cent. This pattern is completely against the normal one for the year, and what is more it cannot be expected to persist: the first months of 1976, the normal "revenue quarter," are likely to show a sharp move back into heavier deficit, since companies, with benefit of stock appreciation relief, will have an abnormally low tax bill. Recent changes in the interest charges on outstanding tax have further brought tax payments somewhat forward compared with their timing in earlier years. This is one reason to treat the seasonally adjusted figures, which show an actual fall in the money stock in the month, with the keenest suspicion.

A second reason is to be found in the large and continuing buying of Treasury Bills by holders outside the banking system. So far as holders are concerned, these are just as liquid as bank certificates of deposit: it is simply because of the slack demand for funds that the banks have been content to allow the authorities to outbid them for three-month money. In this respect the fall in the money supply is a symptom of present recession, not a potential cause of trouble in the future.

A breathing space for Argentina

THE WEEKEND revolt that had been mounted by some officers of the Argentine air force in an effort to unseat President Maria Estela Peron collapsed unceremoniously yesterday. The circumstances surrounding it do not bode well for the Peron Government. The fact that the air force officers took the decision to move against the President reflected their exasperation with a Government which has shown little political coherence and which has allowed itself to be enmeshed in not a few financial scandals. The highly emotional language of the air force rebels' communiqué, complete with a somewhat bizarre reference to St. Paul, should not be allowed to hide the fact that the rebels were expressing a sentiment which is shared by much of the rest of the population.

Responsibility

The reason why the rebels did not receive the support of the rest of the armed forces had little to do with their loyalty to Mrs. Peron. The explanation is more likely to be found in the fact that the bulk of Argentine officers balk at the prospect of assuming the responsibility of running a country with as many grave problems as Argentina has.

The more clear sighted among them realise that their function as soldiers does not give them any special magical solution to an economic situation in which inflation is running at 300 per cent a year, much of the Government's budget expenditure is not covered by income and the servicing of the foreign debt is a major headache. They also realise that a military Government would be powerless to bring about any political compromise among the warring factions on the Argentine political stage.

It is important for Argentina that the right lessons are drawn from the weekend's activity.

Good news

At this stage of the cycle, it would be a failure by the authorities to fund their deficit which would hold out forbidding possibilities for the future; when the cycle turns it will be the difficulty of reducing the public deficit rather than any excessive success in funding it which will cause both real and financial problems. For the time being at least the success of the authorities in funding a huge deficit on a rising market, and the successful start of the anti-inflation policy—which holds out the prospect that the gilts market may remain buoyant for more than the odd weeks—is something very like unequivocal good news; and that, in the present season, is more than welcome.

The outrage in Vienna at the week-end was the most spectacular event of a year of political murders and kidnappings. The Austrian response has been a serious setback to the hopes of security forces everywhere, as this report, compiled from the cables of FT correspondents, shows.

The year of the terrorist

CHANCELLOR Bruno Kreisky's capitulation in Vienna on Sunday night was a blow to the hopes of security forces in many parts of the world. The question "could the Austrian Government have done anything else?" will be tackled in a moment; the first and most important point to make is that the extremely soft line that it did choose to adopt has resulted in a propaganda victory for terrorism that few of its practitioners could have dreamed of even a week ago.

Anyone who surveyed the record of political murder as recently as, say, last Saturday might have concluded that at long last the authorities seemed to be stumbling towards a coherent, world-wide policy. The Irish Government had set out the Hermaeus siege, and won. The Dutch Government had been unable to prevent loss of life when the South Moluccan hijacked a train and occupied an embassy, but the gang responsible for the outrage was defeated in the end. And in Belcombe Street, in London, Scotland Yard had won a famous victory after a nerve-racking siege.

The similarity of the tactics of the police in these three cases was no coincidence. In January they were split out at an international conference at the FBI academy in Virginia. Representatives of the security forces of 50 countries took part; Scotland Yard sent Deputy Assistant Commissioner Ernest Bond. The policies were later amplified at a further, similar, meeting in London. As a result the exchange of information between police and security forces in participating countries is now fairly continuous, although it would be false to describe this as a formal international strategy.

Impossible to envisage

An absolutely unified approach is, of course, impossible to envisage. Different police and security forces come under different political pressures, and every case of terrorism must in any event be treated on its merits. But Chief Inspector Sven Thorander, head of the terrorist division of the Swedish police, would regard the Balcombe Street action as a model of correct tactics. Even though the Swedes are more likely to accede to gunmen's demands than, say, the British, the idea of patience, slow negotiation, and sitting it out is taught in lectures by Inspector Thorander, who numbers among his "students" our own police and those of both West Germany and Holland.

The sophisticated tactics used

in Britain, Ireland and Holland this year have been developed after many painstaking research programmes by forces in various parts of the world. They have the merit that they can be used by both "soft" forces (like the Dutch) and forces that have recently become much harder, like the West Germans.

The primary hope of all the authorities who have adopted such tactics is that, over time, it can be demonstrated that terrorism does not pay. This is probably about as far as most governments can go—in contrast to the Israelis, whose hardest line of all was laid down by Mr. Moshe Dayan, the former Defence Minister, three years ago when he said flatly that no terrorist would ever be allowed to leave his country alive.

Israel never recommends that a host country should submit when hostages are taken. At home its tough approach has had the effect that only hit-and-run operations (literally suicide missions) have been carried out with any success since the Dayan doctrine was first enunciated.

Most Western countries would find it difficult to go as far as Israel; their only chance of defeating terrorism, therefore, lies in proving that it does not succeed in any way. For this line to work it has to be shown that there are no benefits in the long run, and that individual acts of murder or kidnapping are ineffective even in the short run.

The whole of this theory has been blown apart by Chancellor Kreisky's accession to the demands of the pro-Palestinian gang that took over the OPEC building in Vienna on Sunday.

In the short run, the gang achieved a dramatic propaganda success, spreading to most parts of the world a list of political demands that young radical Arabs everywhere will hear with at least some degree of sympathy. As for the long run, we must wait and see—but from the murderers' point of view it is at least possible to imagine that they have set back the cause of peace with Israel.

What else could the Austrians have done? In the first place they might have made it more difficult for terrorists to operate. In many parts of Europe it is now commonplace for armed guards to be seen outside likely target buildings. This is certainly true in Brussels, Bonn and Paris, and it is evident in other capitals when important international gatherings take place.

Armed police in buses

At last week's conference on international economic co-operation in Paris, for example, large forces were mobilised. Armed police were parked in buses just around the corner. It was impossible to approach the entrance of the international conference centre in the Avenue Kleber without an official pass. In West Germany the Grenzschutzgruppe 9, a hand-picked paramilitary force, has been specially trained to deal with armed terrorists—and their training, numbers, and work have been stepped up sharply since the massacre at the 1972 Munich Olympic Games. In Belgium the precautions taken during important inter-

A TIMETABLE OF TERRORISM

January 3: Two bombs exploded in Egyptian and Jordanian embassies at Damascus. Four hurt. Assumed to be work of a Palestinian splinter group.

January 13: Two men fired Bazooka rockets at El Al jet at Orly. Yugoslav steward and French policeman were injured.

January 20: Gunmen claiming to be Palestinian guerrillas attacked an El Al Boeing 747 at Orly. Three hostages and a child taken; 29 reported injured.

January 19: France puts a jet at disposal of gunmen in exchange for hostages.

January 20: Gunmen surrender in Iraq having failed to find an airport willing to let them land.

February 20: Twenty-six people hurt, six seriously, in two Belfast explosions.

March 3: Four West German "anarchists" accompanied by the former Lord Mayor of West Berlin, due to fly out of the country in a bid to secure the release of Herr Peter Lorenz, the leader of West Berlin's Christian Democrats from his kidnappers.

March 5: Kidnappers release Herr Lorenz and are promised asylum by the South Yemen Government.

April 24: West German embassy in Stockholm blown up after the Bonn Government refused to release 26 Baader-Meinhof members. Police said that two people were killed in the bombings.

April 28: The South African Government refuses to deal with six Middle Eastern terrorists who seized control of the Israeli consulate in Johannesburg. Two people killed and 40 wounded.

May 27: Bomb exploded at the West German consulate in Nice on the day the Baader-Meinhof trial opened in Stuttgart.

August 4: Japanese Red Army gunmen hold 50 hostages in an office block in Kuala Lumpur and awaited seven colleagues whom the Japanese government said it would release in exchange for the hostages.

August 5: Japanese gunmen release nine of their 50 hostages as five of their comrades arrive from Tokyo.

August 6: The Japanese gunmen fly to Libya and surrender.

September 28: Siege begins in a Knightsbridge, London restaurant where three gunmen held eight hostages.

October 3: "Spaghetti house" siege ends after remaining six hostages are released; their chief captor, Jamaican "Big Frank" Davies shot himself.

October 3: Dr. Tiede Herrema goes missing.

October 5: Dr. Herrema confirmed as kidnapped by a man and woman connected with the Provisional IRA.

October 10: One man died when a bomb went off outside Green Park underground station, London; 20 injured.

October 22: Dr. Herrema under siege in a council house at Monasterevin, Co. Kildare, after an 18-day manhunt for him.

October 23: Explosion in Campden Hill Square, London, killed British cancer expert Professor Gordon Hamilton.

November 18: Two people died when a bomb was thrown through the window of a Chelsea restaurant; 17 people were injured.

November 28: Mr. Ross McWhirter, the co-author of the Guinness Book of Records, was shot dead on his doorstep at Essex. Police assumed that the murderers were linked with the Provisional IRA.

December 2: South Moluccan terrorists hijacked a train and held 40 hostages in Holland. One person killed.

December 4: Second group of South Moluccan terrorists seized the Indonesian consulate in Amsterdam. One member of the staff shot, 32 hostages, including 22 children, taken.

December 6: Four self-proclaimed members of the Provisional IRA set up a Balcombe Street, London, flat and held a husband and wife hostage.

December 12: Balcombe Street gunmen surrender and free hostages unharmed.

December 14: After a 15-day siege South Moluccan gunmen surrender the train in Belien; the men holding Indonesian consulates in Amsterdam expected to follow suit.

November 18: Two people died

MEN AND MATTERS

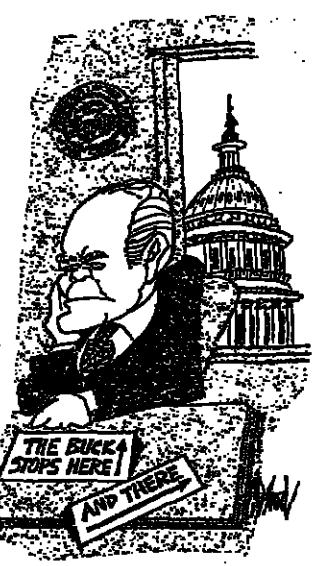
Lorimer plus Buckley move into Norvic

Norvic Securities, mostly a shoe maker, has been having things tough this year: sales in the first half down £440,000 to £4.35m. and pre-tax profits £99,000 lower at £109,000. Corrective action was being taken, the group said in September, and a slight increase in the total dividend was hoped for. Behind the good reductions was a seasoned and blunt-speaking industrialist, Charles Metcalfe, once an associate of young millionaire Christopher Selmes until they parted company after Metcalfe arrived at Norvic in 1972.

He was chairman and chief executive—until yesterday, when a brief announcement stated that Ulsterman Desmond Lorimer was taking over the chairmanship, and Tony Buckley, managing director at Slater Walker Securities until September, was also joining the Board. Lorimer and Buckley hail from Lamont Holdings, the engineering and financial services concern 42 per cent owned by Ulster Finance. In turn, the principal shareholders in that company are Lorimer and National Westminster's Ulster Bank subsidiary.

But what of Metcalfe? His roots are in the shoe trade, having spent many years at John White's in Northampton. In 1967, he shifted over to Birmingham and worked 12 months for secondary banker Pat Matthews before moving into the Drakes gas works plant group.

Before long, he and Selmes were in partnership there and it was decided to inject Drakes industrial interests into a company called Barker Ellis Silver which changed its name to Norvic Securities. Three months after Barker Ellis in the new



form got its shares re-quoted, Drakes sold out its 38 per cent stake and left Metcalfe with his own ship.

Expansion was short-lived as footwear retailers began de-stocking, and Metcalfe's hopes for acquisitions faded poorly as well. Early this year the Monopolies Commission blocked a £3.6m. bid for electro-plate works in W. Cannock. Nevertheless, Lorimer will apparently follow similar formulae while Metcalfe concentrates on the shoe sub-sidiaries, retaining his chief executive's role.

"He will be taking life a little easier now, taking a bit of a back seat," said Lorimer, 50, a little younger than Metcalfe. The reason for Lorimer and Buckley to be involved was that consultations over Norvic's future have been taking place between holders of about a quarter of the equity and Lamont.

With £1.5m. cash available, "Norvic has to go through a period of change," Lorimer declared. "Myself and Tony Buckley will be handling developments in other industrial fields. The shoe industry is cyclical and we want to even

out the cycle. There has been no discussion with the existing management. All the same, wouldn't most shareholders and major top management changes at Inchange puzzle?" "Let's hope," said Lorimer, "we'll be able to make it clear to them in a short space of time."

New club

The Socialist Mayor of Yokohama has, according to one of his political opponents, "an unreasonable hostile attitude towards golf." He wants to raise the equivalent of £200,000 from the city's five private golf clubs to spend on welfare projects for the aged. The plan is for an annual 20,000 Yen (£32) levy on corporate members, smaller amounts on individual members, and joining tax of between £180 and £180. Could this be a way of solving the wealth tax argument.

Low profile

"The philosophy behind the management of Inchange has always been what the Americans call 'low profile.' The group operates on a genuinely decentralised basis, with local Boards of directors subject only to general supervision from the headquarters in St. Mary Axe—a stone's throw from the new P&O buildings."

That is a quote from an FT of October 1972 when, if you remember Lord Inchange, head of the group which bears his name, reluctantly spoke out against the proposed merger between P&O and Bovis. It was an object lesson on the real value which non-executive directors (he was just that at P&O) can play, since the bandwagon which he started built up enough momentum to kill the merger. Subsequently, when Inchange became chairman of P&O which later rescued

Wise

Gold rose in price yesterday by a good three dollars: a significant increase these days. A cynical colleague was prompted to inquire about the market performance of frankincense and myrrh.

Observer



Trained in Russia

The Soviet Union is known to be a major force in both financing and supplying many of these arms (although in some cases, as with Irish-America support for the IRA, the blame lies in the West). But training can be had inside Russia for favoured groups, including the Basque and the Basque in Spain to the IRA, can trace their links back to Moscow "Carlos," who is believed to be the leader of the Vienna attack.

Thus if terrorists everywhere can count on some kind of international unity, the authorities who oppose them have still to overcome setbacks like the one in Vienna at the weekend. A meeting held in Milan late in 1973 brought together leaders of the official IRA, the Organisation, Swiss, and Guatemalan gangs, what was the Baader-Meinhof gang, and the Italian extreme Left wing Potere Operaio. Such groups still work together (many once did through Rome) not all their opponents in the security forces do.

The consequence, in 1973 could be disastrous. The past year has been an extreme active year for terrorists of a persuasions. As the accompanying table shows, more than 1,000 people have been killed in the major incidents of the year—far more than in any of the less-publicised ones. A great many more have been injured, some of them severely, and at least 150 persons, children included, have been held hostage—with all the emotional and psychological damage that this can involve.

No Government has yet failed solely as a result of the activities of foreign or domestic terrorists. But several administrations, notably in Turkey, Argentina and Uruguay—have been embarrassed or weakened by their. Terrorists have not made much serious political impact: the Ulster Workers strike of 1973 was far more effective than the IRA could ever hope to be, and the OPEC oil weapon has done more for the Arab cause than any Palestinian bombs. But it will clearly take a long time yet to convince the world's terrorists that if game is not worth the candle. Until they are convinced it murder will no doubt continue.



"I'd planned to have enough. But these days I have to have some help."

When you've once known a reasonable standard, what can you do when you can scarcely pay the rent? Let alone have enough over for heat, clothes, light and food?

You can turn to the Distressed Gentlefolk's Aid Association.

To begin with, the DGAA will understand. Although they have 10 Residential and Nursing Homes, they know that people want to stay in their own homes for as long as they can cope, keeping their friends and the roots they have put down over the years.

So, the DGAA helps with allowances. They send clothes parcels. They remember Birthdays and Christmases. They help with a little extra when a crisis upsets a tiny budget.

Please help the DGAA with a donation. And please, do remember the DGAA when making out your Will.

DISTRESSED GENTLEFOLK'S AID ASSOCIATION

Vicarage Gate House, Vicarage Gate Kensington, London W8 4AQ

"Help them grow old with dignity"

Mr. Godfrey Hounsfield, the brains behind EMI's new X-ray technology, with an EMI-Scanner being assembled at Feltham.

pany recently announced a product development laboratory in Connecticut, which will be ready next spring, and it is enlarging its existing manufacturing facilities in Chicago. These two facilities will enable it to assemble EM-Scanners in the U.S. from components shipped from Britain, while remaining close to the main user, who still has so much to contribute to the technology's development.

whether wider professional usage will lead to increased demand for narrowly specialised equipment, designed to scan specific areas of the body (such as the brain) or whether the predominating trend will be towards all-purpose whole-body scanners.

One medical authority has forecast that the U.S. eventually could absorb one brain scanner for every 250,000 inhabitants—and perhaps an even larger number of body scanners. But apart from their high cost, the

market for the machines may be constrained to some extent by federal and State regulations governing the geographic

Manufacturer	BRAIN			BODY		
	Total orders	Delivered	Scan time (seconds)	Total orders	Delivered	Scan time (seconds)
Arctronix (U.S.)	1	—	180	1	—	30
EMI (U.K.)	360	240	60	40	—	20
U.S. General Electric (U.S.)	1	—	270	2*	—	4.8-9.6
Ohio Nuclear (U.S.)	—	—	—	115	15	180
Pfizer (U.S.)	—	—	—	40	9	270
North American Philips (U.S.)	—	—	—	1	—	27
Pickar (U.S.)	—	—	—	—	—	5-10
Siemens (W. Germany)	3	1	270	—	—	—
Syntex	—	—	—	1	—	30
Varian	—	—	—	1	—	?

Other companies working on systems include: Litton Industries (U.S.), Searle (U.S.), Thomson Brands (CGR - France), Hitachi (Japan)

* Including 1 breast scanner.

COMPANY MEETINGS
Chaddesley Investments, Winchester House, E.C., 10.
Drayton Consolidated Trust, 117 Old Broad Street, E.C., 2 30.

Morland, Abingdon, 12.30.
Francis Parker, Connaught
Rooms, W.C. 10.
United Industrial, Leeds, 12.30.

has here been sold. This announcement appears as a

\$25,000,000
(Canadian)

adian Investment

and interest will be payable in Canadian dollars for
 redemption for or on account of, Canadian holders.
 Interest will be payable annually on January

MORGAN & CIE INTERNATIONAL S.A.

ALGEMENE BANK NEDERLAND

ANDRESEN'S BANK A/S

NER (OYREKASE)	
SALE D'INVESTISSEMENT (S.A.I.I.)	B
CE EXTERIEUR	BANQUE
S.A.	BANQUE INTERNATIONALE
CRICER, MALLET	B
EXENHOURG	BANQUE ROTHSCHILD
	BANQUE WORKS
JOE, BERENBERG, COSSLER &	
FUKTER BANK	
NAL BANKS LTD., JAMES CAPEL & CO. INC.	
AND KREDITFABRIK CITICORP CORP.	
MOBILIARE S.p.A.	
	CREDIT INDUSTRIAL
AL CREDIT FONNAIS	CREDIT
CREDITO ITALIANO	DISS-C
DE LANDMANSSE BANK	DEEN NOORD
	DEWALT
INATION	DOMINION SECURITIES CO.
AN BANKING COMPANY	PANACOR
AN SPACE	GROBENTRALE UND BANK AG
HAMEPOS BANK	R. HENRIQUES I.E. B.

NER (OVERSEAS)	
ALE D'INTÉRESSERMENT (S.A.I.J.)	
CE BATTERIEUR	BANQUE
IEZ	BANQUE INTERNATIONALE
CR. A. G.	
GER. MALLET	
UENBORG	BANQUE ROTHSCHILD
E	BANQUE WERBES
	JOE. BRENNER & COSSLER, & CO.
UNAL BANK LTD.	
VAL BANKS LTD. JAMES CAPEL & CO. C.	
AL CREDIT	CITICORP INTERNATIONAL
OBILIARE S.p.A.	
	CREDIT INDUSTRIAL
AL	CREDIT LYONNAIS
CHIEDO ITALIANO	DIES-AG
ER LANDMANNSSBANK	DEY NORSE & CO.
	DEWALT & CO.
ATION	DOMINION SECURITIES CORP.
AN BANKING COMPANY	PINACOS
US SPENCE	GROCENTRALE VAN BANK DE
HAMBOES BANK	R. HENRIKSEN JR. & CO.
ATION	JARDINE FLEMING & COMPANY
BANK S.A. LUXEMBOURGEOISE	KUWAI
LARAZ FRERES ET CIE	
KERRILL LYNCH, PIERCE, FENNER & SMITH	
RIE MONTAGU & CO.	MORGAN GARRAH
PEP) LTD.	NOMTRA EUROPE N.Y.
	PETERBROECK & V.
ERSON, HELDING & PIERSON N.Y.	
ERKEN	PRIVATBANKEN
	SALOMON BROTHERS
SINGER & FRIEDLANDER	SEA
IVA	SOCIETE GENERALE
YENSKA HANDELSBANKEN	SWISS
(CURITIES)	YERINS-UND WISSE
WARDLAW	
WALTON GUNDY LIMITED	

COMPANY MEETINGS
Chaddeley Investments, Winchester House, E.C., 10.
Drayton Consolidated Trust, 117, Old Broad Street, E.C., 2.30.
Morland, Abingdon, 12.30.
Francis Parker, Connaught Rooms, W.C., 10.
United Industrial, Leeds, 12.30.

10% Notes due January 1, 1981

Principal premium, if any, and interest will be payable in Canadian dollars in Montreal or in certain cities outside Canada without deduction for, or in account of, Canadian withholding taxes, all as set forth in the Offering Circular. Interest will be payable annually on January 1 commencing in 1977.

MORGAN & CIE INTERNATIONAL S.A.

NESBITT THOMSON LIMITED	McLEOD, YOUNG, WRIS & COMPANY <small>London</small>
ALABHI BANK OF RUWAF (K.S.C.)	ALGEMENT BANK NEDERLAND N.Y. <small>London</small>
AMSTERDAM-ROTTERDAM BANK N.Y.	ANDRESEN'S BANK A/S
BANCA COMMERCIALE ITALIANA	BANCA DEL GOTTARDO
BANCO DI ROMA	BANK OF AMERICA INTERNATIONAL
BANK GUTZWILLER, KURT, BUNGENER (OVERSEAS)	BANK F&B GEMIS (WIRTSCHAFT) <small>BANK, MESS & ROPE NY</small>
BANQUE ARABE ET INTERNATIONALE D'INVESTISSEMENT (B.A.I.I.)	BANQUE BRUXELLES LAMBERT S.A.
BANQUE FRANCAISE DU COMMERCE EXTERIEUR	BANQUE GENERALE DU LUXEMBOURG S.A.
BANQUE DE L'INDOCHINE ET DE SUZ	BANQUE INTERNATIONALE A LUXEMBOURG S.A.
BANQUE LABERGE-LUXEMBOURG S.A.	BANQUE NATIONALE DE PARIS
BANQUE DE NEUFLE, SCHLUMBERGER, WALLEY	BANQUE DE PARIS ET DES PAYS-BAS
BANQUE POPULAIRE SUISSE S.A. LUXEMBOURG	BANQUE ROTHSCHILD
BANQUE DE L'UNION EUROPEENNE	BANQUE WORMS
BAYERISCHER VEREINSBANK	BENEFIT BROTHERS & CO. <small>BERGEN BANK</small>
BERLINER HANDELS- UND FRANKFURTER BANK	BEISSACH PINSTROP SCHOLLER
BROWN HARRIMAN & INTERNATIONAL BANKS LTD. JAMES CAPEL & CO. CAPITALPIN INTERNATIONALE S.A.	CASENOVS & CO. CHRISTIANIA BANK OG KREDITKASSE CITICORP INTERNATIONAL BANK COMMERZBANK <small>London</small>
CAMPANIA FINANZIARIA INTERMORBILIARE S.p.A.	CREDIT COMMERCIAL DE FRANCE
CREDIT INDUSTRIEL ET COMMERCIAL	CREDIT LYONNAIS
CREDITANTALP-BANKVEREIN	CREDITO ITALIANO
DELBEURGE & CO. DEN DANSKE LANDMANSBANK	DEN NORSKE CREDITBANK <small>London</small>
DEUTSCHE GROSSENDEALS	DEUTSCHE BANK
DEUTSCHE KOMMUNALBANK	DEWLAAT & ASSOCIATES INTERNATIONAL S.C.S.
DILLON, READ & OVERSEAS CORPORATION	DOMINION SECURITIES CORPORATION HARRIS & PARTNERS <small>London</small>
DRESDENER BANK	EUROPEAN BANKING COMPANY
ROBERT FLEMING & CO. FRY HILLS SPENCE	FINACOR <small>London</small>
GREENSHIELDS INCORPORATED	GROBENTRALE UND DER OESTERREICHISCHE STARKBAU <small>London</small>
HILL, SAMUEL & CO. IRI INTERNATIONAL	JARDINE FLEMING & COMPANY
KLEINHOFF, BEYSON	KERDIEP BANK S.A. LUXEMBOURG
LAZARD BROTHERS & CO.	LAZARD FRERES ET CIE
MANUFACTURERS RANOFER	MEKILLI LYONS, FISKE, FENNER & SMITH <small>London</small>
MIDLAND ROBERTY	SAMUEL MONTAGU & CO. <small>London</small>
THE NIKKO SECURITIES CO. (EUROPE) LTD.	NORTURA EUROPE N.Y.
RAL. OPPENHEIM JR. & CIE.	PETERBROCK, VAN CAMPENHOOT SECURITIES S.A.
PICOT INTERNATIONAL	PIERSON, HELDING & PIERSON N.Y.
POST-OGH KREDITBANKEN, KREANKEN	PRIVATBANKEN
M. S. ROTHSCHILD & SONS	SALOMON BROTHERS
SCHROEDER & CRABTREE	SINGER & FRIEDLANDER
SOCIETA FINANZIARIA ASSICURATIVA	SOCIETE GENERALE
STRAUSS, TUNBULL & CO.	STENSKA HANDELSBANKEN
UNION BANK OF SWITZERLAND (SECURITIES)	TEREUS-UND WESTBANK <small>London</small>
S. G. WARBURG & CO. LTD.	WADDLEY <small>London</small>
WILLIAMS, GLYN & CO.	WOOD GUNNY LIMITED
	WESTDEUTSCHE LANDESBANK GROSSENDEALS
	YAMAUCHI INTERNATIONAL (EUROPE) <small>London</small>

December 28, 1975

COMPANY NEWS + COMMENT

Associated Dairies set for record year

REPORTING first-half taxable profits of £5.87m, Mr. A. N. Stockdale, chairman of Associated Dairies, says current sales are running at a satisfactory level, and the directors look forward to another record year.

He points out that first-half results in the previous accounting period at £2.62m were subnormal due to factors arising from the three-day week. Taxable profit for all of the 33 weeks ended May 3, 1975, was £2.88m.

First-half earnings per 25p Ordinary share, before taking into account extraordinary items, are shown to have advanced from 3.85p to 6.33p—for the 33 weeks the figure was 10.38p.

Current legislation allows a maximum dividend of 1.25 (1953) for the year against only 1.18 (1974) and the Board has declared an interim of 0.5p net (same equivalent).

S. Hoffnung better than indicated

WHOLESALE and general merchants, etc., S. Hoffnung and Co., reports a "better than indicated" pre-tax profit of £1,806,000 for the half year to September 30, 1975, even after allowing for the benefits of a more favourable sterling-Australian dollar exchange rate. For the corresponding period last year, the profit was £1,785,000 and for the year to March 31, 1975, it was £2,919,000.

The directors say there are indications that inflation is coming under control in Australia and if this continues, and the private

HIGHLIGHTS

There has been an extremely strong first-half growth trend at Associated Dairies and the outlook for the rest of the year remains favourable. Also discussed in Lex is Fodens, which is going through a tough period with little chance of any improvement in the current half, and British Leyland, where the picture is one of ever-growing losses. Elsewhere, Greenall Whitley has notched up a second-half profit gain of nearly a third, leaving the overall balance some 16 per cent. to the good.

sector under the new Government is given priority over the public sector, conditions should improve over the next year but at a gradual rate.

Stated earnings per 25p share for the half year were 6.19p (5.87p) and the interim dividend is raised from 1.25p to 1.35p net. Last year's total was 3.44p.

comment

S. Hoffnung's first-half performance is ahead of expectations and the shares rose 1p to 88p last night. Profits were lower in dollar terms but a 10 per cent. appreciation in the Australian currency has boosted pre-tax profits marginally. Retail hardware and wholesale grocery have put up a surprisingly good performance in view of the parlous state of the Australian economy, a manufacturing subsidiary (which lost \$155,000 last year before interest) has been closed, and G. & M. Power, in the U.K., produced a satisfactory result. But despite a 25 per cent. rise in sales, margins have been squeezed thanks to rising overheads and a continuing deterioration in net interest charges. Further growth is expected in the second half, against a depressed comparable period, and the post-Whitley administration could have a beneficial effect on profits in the medium term. The prospective yield of 6 per cent. is about average for overseas traders.

Br. Benzol down at midway

FIRST-HALF turnover of British Benzol Carbonylising increased from £4.11m to £4.51m, but profit decreased sharply from £532,000 to £281,000, subject to tax of £136,000, against £303,000.

Statement Page 17

The interim dividend is 0.33p (0.34p) net per 10p share. Total for the year to March 31, 1975 was 0.955p from profits of £1.55m.

A. Cohen first half decline

FOR the six months to June 30, 1975, metal refiners and manufacturers of non-ferrous alloys, A. Cohen and Co., reports a pre-tax contraction in profits from £1.49m to £0.83m.

The directors say that profits for the second half will not be far short of those for the first—profit for the last full year totalled £2.28m.

First half earnings per 20p share are shown to have fallen from 32.5p to 19p. The interim dividend is raised from 1.47p to 1.38p—last year's total was 1.024p.

comment

The recent slump in copper prices must have played a major part in A. Cohen's first-half drop in sales value—down 18 per cent.—but within that the group has also experienced a sharp fall in sales volume on its Australian operation. Trading in the U.K. and South Africa has apparently held up well so far in the current year, and profits from here are roughly unchanged in the first six months. The second six months will compare with a period depressed by South African stock write-downs, so maintained profits are probably within reach. The Australian position has shown some faint signs of improving and the currently low level of copper prices should result in a substantial drop in borrowings from £1.37m of the last balance sheet. At 127p, the shares are

yielding a maximum 3.4 per cent. covered nearly 4½ times by interim earnings.

First-half loss by Fodens

COMMERCIAL VEHICLE manufacturers, Fodens, ran into a loss of £797,000 in the 26 weeks ended October 11, 1975, compared with a profit of £223,000. Turnover showed a reduction from £13.41m to £13.44m.

The directors report that the combination of the announcement of the company's financial difficulties and the very heavy recession which began in the industry last winter, had a major effect on trading.

The need to sell a large number of vehicles ex-stock at low prices to reinforce the cash position, while negotiations for a longer-term solution continued, seriously reduced profits but contributed to the need for maintaining viability.

Members are told that the group's present financial position is "improved but by no means satisfactory". The present situation demands that "we run a tight ship and we are doing so, but with low demand it is unlikely that an improvement will be effective for the second half," they stress.

Trading of the South African company for the first half was satisfactory, but profits were eliminated by devaluation of the rand.

For the year ended March 31, 1975 profit totalled £944,348 and there was a dividend of 0.325p net.

Good progress by Muirhead

THE CURRENT year could be viewed with optimism, Sir Raymond Brown, chairman of Muirhead, the electronic components and components group told the annual meeting.

Unless some unpredictable deep world depression occurred, the directors should be able to present results showing another year in turnover and profits he said.

"We have the necessary healthy order books as a starting point," added Sir Raymond. Since the annual report a month ago, contacts had been signed for nearly £1m. worth of newspaper page facsimile and negotiations were taking place for another £1m. worth of orders.

The firm order backlog for Pagefac also was approaching the £2m. mark.

Position at Tremlett's

The annual report and accounts of Tremlett's, the engineering and timber group, for the year ended March 31, 1975, have been heavily qualified by auditors Peak Marwick Mitchell.

The qualifications refer to an excess of liabilities over assets at the balance sheet date, and also to the adequacy of provisions made in relation to the overseas subsidiaries of Tower Assets, a company acquired in April 1974.

Peak Marwick has been "unable to form an opinion as to whether the accounts give a true and fair view of the affairs of the company and of the company and its subsidiaries dealt with thereby at March 31, 1975, or of their consolidated results for the year to that date."

Tremlett's incurred a loss of £1.07m. before tax against a profit of £214,000. After tax and extraordinary items, the loss amounted to £5.2m. against £12m. Since the last balance sheet date the group has undergone a capital reconstruction and a pro forma balance sheet is included

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Current dividend	Total dividend	Total last year
Assoc. Dairies	0.33	Feb. 2	0.33	0.33	0.33
British Benzol	0.33	Feb. 2	0.33	0.33	0.33
Charter Trust	1.57	March 12	0.63	1.55	1.50
A. Cohen	0.33	Feb. 13	0.33	0.33	0.33
William Cook	0.66	Feb. 3	0.66	0.66	0.66
Greenall Whitley	1.35	April 1	1.35	2.13	2.13
S. Hoffnung	0.33	April 9	0.33	0.33	0.33
Williams Lea	0.33	April 9	0.33	0.33	0.33

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues.

with the chairman's statement. £11m. at December, 1974 to contrast to net borrowings of £11m. The shares eased 1p to 51p. The shares eased 1p to 51p. The shares eased 1p to 51p.

Greenall Whitley near £6m.

GROUP PROFIT, before tax, of Warrington-based brewers, Greenall Whitley and Co., increased from £5.12m to £5.98m, in the year to September 28, 1975, after £2.35m. against £2.35m, for the first half. Turnover for the year advanced from £32.22m. to £39.46m.

Stated earnings per 25p share increased from 5.11p to 5.61p, and the dividend is raised from 3p to 2.1343p net with a final of 1.3322p.

comment

Not to be outdone by its fellow brewers, Greenall Whitley has produced a second-half pre-tax profit increase of nearly a third, after big rises in interest charges, to leave the full year profit at £5.98m. The group has an above-average stake in wines and spirits for a regional independent, and the continuing success of Vladimir vodka has underpinned a good year. The group has been well placed to capture the traditional bitter and mild market, on a competitive price basis, and also the larger market through its own brand "Greenall". The switch to St. Helens (which stopped brewing in August) to the new Widdowpool development should be completed in the coming year with the bulk of investment finance again stemming from internally generated funds.

Setback at Eastern Produce

PROFITS of Eastern Produce (Holdings) show a sharp reduction from £1.41m to £0.82m in the half year ended June 30, 1975, with basic earnings stated to be down to 4.5p from 7.5p for 50p share.

Chairman Mr. O. R. Jessel says, regarding Angola, that full revision may have to be made for group capital employed in that country, in which case the full accounts will reflect a net decrease in tangible assets of some £3.15m. The group has a write-off of goodwill on consolidation of £1.29m, with a compensating credit to reserves of £870,000.

Despite the problems in Angola the remaining part of the group is operating satisfactorily says Mr. Jessel.

There is no interim dividend. The last payment totalled 4.5p in respect of 1974. The profit for 1974 amounted to £2.62m. The sale of Robert Hudson South Africa has been completed and the total effect of this transaction has been to increase reserves by £1.03m.

comment

Eastern Produce's profits are 40 per cent. lower pre-tax. Angola has been left out of the interim profit and loss account, having contributed a fifth of the 1974 profit. The group, although, EP reckons to be trading satisfactorily elsewhere, tea prices are now lower than they were a year ago. Still, the main concern for a market capitalisation of £2.5m. lies with the prospect of a fall of £3.1m. in net worth at the year-end; net tangible assets totalled

comment

Eastern Produce's profits are 40 per cent. lower pre-tax. Angola has been left out of the interim profit and loss account, having contributed a fifth of the 1974 profit. The group, although, EP reckons to be trading satisfactorily elsewhere, tea prices are now lower than they were a year ago. Still, the main concern for a market capitalisation of £2.5m. lies with the prospect of a fall of £3.1m. in net worth at the year-end; net tangible assets totalled

comment

Eastern Produce's profits are 40 per cent. lower pre-tax. Angola has been left out of the interim profit and loss account, having contributed a fifth of the 1974 profit. The group, although, EP reckons to be trading satisfactorily elsewhere, tea prices are now lower than they were a year ago. Still, the main concern for a market capitalisation of £2.5m. lies with the prospect of a fall of £3.1m. in net worth at the year-end; net tangible assets totalled

ISSUE NEWS AND COMMENT

Bandanga requote

Application has been made for re-quotations of the Ordinary capital of Bandanga Holdings, dealing in which were suspended on October 16, pending completion of the acquisition of the Purbeck Group.

The acquisition was completed on December 22, for £335,500 in cash. Purbeck, which had net assets on June 30, 1975 of £230,000, manufactures and sells a range of personal and domestic goods including ceramic door plates, leather key fobs, laminated place-mats and other goods for the retail gift trade, including decorated pottery.

Purbeck meets the criteria defined by the Bandanga directors: good growth prospects, a strong balance sheet and a business that is not unduly vulnerable to the current recession. Apart from reducing Bandanga's dependence on tea it eliminates the burden of ACT.

Bandanga's profits for the 12 months to March 31, 1975 were £142,000 pre-tax which with the profits of Purbeck for the year to June 30, 1975 of £212,000, total £354,000. In the interim statement on October 14, Bandanga directors forecast a total dividend payment for the year to 3.1672p net (4.872p gross). Based on the suspension price of 40p the gross yield would be 2.51 per cent. and the P/E would be 2.96, or 4.16 after the full conversion of the Preference shares. Dealings should start on January 26.

Brokers are Rowe Rudd and Co.

comment

The acquisition of Purbeck must have completely changed Bandanga's market status, reducing its overall dependence on the tea

amount for goodwill to what "must" be a small amount of working capital referred to.

TENNECO-HARM

The offer on behalf of Harms Industries, has been accepted in respect of 1 share (88.82 per cent.) underwritten cash alternative been accepted in respect of £1,448,448 of the convertible stock of Tenneco.

The offer has been declared conditional and remains open until January 6, 1976, at which time the offer will be deemed to have been accepted if the offer is not withdrawn or amended.

comment

The offer has been declared conditional and remains open until January 6, 1976, at which time the offer will be deemed to have been accepted if the offer is not withdrawn or amended.

comment

The offer has been declared conditional and remains open until January 6, 1976, at which time the offer will be deemed to have been accepted if the offer is not withdrawn or amended.

comment

The offer has been declared conditional and remains open until January 6, 1976, at which time the offer will be deemed to have been accepted if the offer is not withdrawn or amended.

World Pioneer of Facsimile Communications
Europe's Largest Maker of Precision Rotating Components

A BRIGHT NEW YEAR FOR MUIRHEAD

SIR RAYMOND BROWN

Points made by Sir Raymond Brown, Chairman of Muirhead Limited, addressing the annual meeting held in London:

- * Profits and turnover should be higher in current year.
- * Order book for newspaper page facsimile alone approaching £2m.
- * Components Division has record orders and expects to make substantial contribution to Group's profits.
- * Exports - 70 p.c. last year - should increase.
- * Much attention being paid to the level of stock and work in progress where room for improvement seen.
- * Most Divisions and U.K. offshoots have been granted highest grade of approval by the United Kingdom Quality Authorities.
- * Maximum permitted final dividend of 2.4663p. per share declared.

SIX YEARS PROGRESS	1975	1974	1973	1972	1971	1970
Turnover	£13,073	£9,508	£8,506	£6,248	£6,088	£5,593
Profit before tax	1,102	810	802	632	247	43
Available profit	456	389	463	394	77	20
Dividends	178	164	152	108	72	14
Average net assets	8,033	7,473	7,249	6,426	5,723	5,830
No. of employees (U.K.)	1,840	1,845	1,940	1,654	1,927	2,250

Copies of full Report and Accounts obtainable from:
The Secretary, Muirhead Limited, Beckenham, Kent. BR3 4BE.

This Advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.
It does not constitute an invitation to the public to subscribe for or purchase any securities.



Tenneco Inc.

(Incorporated under the laws of the State of Delaware, United States of America)

Issue of up to
£6,942,684 10 per cent.
Sterling/Dollar Convertible Unsecured Loan Stock 1991/95

The Council of The Stock Exchange has admitted the above mentioned stock to the Official List.

Particulars relating to the Company and the Convertible Stock are available in the Extel and Moodies Statistical Services and copies of the Statistical Cards may be obtained during normal business hours on any weekday (Saturdays and Bank Holidays excepted) up to and including 5th January 1976 from:-

Morgan & Cie International S.A.,
4 Place de la Concorde,
75008 Paris

Credit Suisse White Weld Limited,
122 Leadenhall Street, London,
EC3V 4QH

Cazenove & Co.,
12 Tokenhouse Yard, London,
EC2R 7AN

23rd December, 1975.

WALL STREET OVERSEAS MARKETS

Early small losses: index off 2.83 Gold improves

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Dec. 22

FURTHER SMALL losses were recorded on Wall Street today, with investors concerned that the Tax Cut Bill passed by Congress on Friday would lead to greater inflation because it lacks the firm spending reduction provision that President Ford had wanted.

By 1 p.m. the Dow Jones Industrial Average was down 2.83 to 841.55 and the NYSE All Common Index lost 17 cents to \$46.65, while declines outnumbered advances by more than a two-to-one majority. Trading volume decreased.

Closing prices and market reports were not available for this edition.

created 2.19m. shares to 8.87m. compared with 1 p.m. last Friday.

Some investors were disturbed by a report of the staff of the Joint Economic Committee which said economic recovery is likely to sputter out by 1977 and leave a high rate of unemployment, unless the Government policies change.

Corning Glass declined \$1 to \$43 on bullish comment.

Southdown advanced \$1 to \$10 on bullish comment.

Gold went off \$1 to \$281 on three challenges to its Board of directors.

Parish Manufacturing was lifted \$1 to \$81 on a fourth-quarter profit of 11 (11) cents per share.

Chesbrough-Pond's slipped \$1 to \$39 on a fourth-quarter profit of 11 (11) cents per share.

Minnesota Mining \$1 to \$36 and Getty Oil \$1 to \$160.

Goldman Sachs Resources declined \$1 to \$29; ASA \$1 to \$29; Homestake Mining \$1 to \$34; and Campbell Red Lake \$1 to \$29.

The American Sea Market Value Index lost 0.47 to 81.96, while declines led advances by 267-to-133. Trading volume decreased 80,000 shares to 1.11m, compared with 1 p.m. last Friday.

OTHER MARKETS

Canada again lower

With the exception of Papers, which rose 1.03 to 94.94 on index, Canadian stock markets lost further ground in light trading yesterday morning.

The Industrial Share Index shed 0.55 to 169.63, Golds 6.90 to 265.43. Base Metals 0.57 to 71.38, Western Oils 1.10 to 194.96, Utilities 0.93 to 122.89 and Banks 0.43 to 245.90.

Among Golds, De Beers dropped \$1 to \$38; and Campbell Red Lake \$1 to \$29.

Versatile Manufacturing lost \$1 to \$11, as did the "A" to \$12. Versus recently withdrew its bid.

PARIS—French shares generally

eased in light trading, mainly due to consolidation before the new Account begins to-day.

Banks and Holdings were mostly better, while there was some irregularity in Engineering, Electricals and Metals.

Foreign sector weaker, although Germans finished mixed. International Oil shipped back. Coppers generally eased.

AMSTERDAM—Slightly lower with International Oil shipped back. Banks and Insurance eased. While Shippings and local industries were generally lower.

BRUSSELS—Prices declined during moderately active trading. Steels lost ground. Cockerill

dipped Frs.46 to 924. Metals were mostly lower.

In reduced Chemicals, Solvay dropped Frs.75 to 2,600. Interbanc rose Frs.24 to 1,460 in otherwise mixed Utility and Electrical stocks.

Among easier Oils, Petrofina were off Frs.20 to 5,630. Holdings finished mixed to lower.

U.S. shares declined across the board. South African Gold Mines firmed, German and French shares were little changed, while Dutch stocks tended lower.

SWITZERLAND—Swiss issues mixed in brisk trading. Investors are pessimistic because of a communiqué published by the Chemical Industry of poor performance in the fourth quarter, the pres-

ident of the Central Bank's prediction of a difficult 1976, and also year-end liquidity problems.

Metals were steady. Oerlikon Buhrle fell Frs.40 to 1,350 but Alusuisse Bearer rose Frs. 40 to 1,100.

State Bonds quietly steady. Dollar stocks lost ground over a broad front. Dutch International fluctuated narrowly, while Germans firmed slightly.

COPENHAGEN—Mixed trend, with some Papers higher.

OSLO—Industrial firm. Banks steady. Shippings and Insurance quiet.

GERMANY—Mixed trend. Banks were mostly higher. Dresdner Bank rose DM3.50 to

283.50. Electricals gained ground, AEG advanced DM1.90 to 83.30 and Siemens DM6 to 300.

Leading Chemicals were higher. Motors mostly gained ground. VW put on DM1.70 to 188.50 and BMW declined DM1.50 to 270.

Machine makers were predominantly lower. Steels higher, while Metals eased.

Mining closed predominantly lower. Utilities lost ground. Stores remained unchanged, while Breweries were about unchanged.

Fixed Interest Securities were quiet. Domestic Public Sector Bonds were mixed.

MILAN—Mixed in active trading. VIENNA—Firm in tight volume. Banks and Industrial leaders steady.

JOHANNESBURG—Higher across a broad front with Golds sharply up on bullish price considerations. Marginal and speculative issues rose 5 to 20 cents up, while Heavyweights gained up to 10.

Financial Minings followed Producers higher, with gains around 10 to 15 cents. Platinum was generally little tested.

Sentiment in the Gold sector spilled into Industrials where leading equities gained 5 to 15 cents.

Country shares were generally steady.

HONG KONG—Mixed in sluggish trading.

Hong Kong Bank were up 10 cents to HK\$12.20 and Hong Kong and Kowloon Wharf 20 cents to HK\$10.20.

But China Light were down 10 cents to HK\$15.90 and Hong Kong Electric 5 cents to HK\$13.75.

TOKYO—Higher, mainly on buying in Steels, Textiles and other "low priced" issues.

Domestic believed the decline in Steel, Textile and Commodity prices had bottomed out.

Nippon Steel rose ¥3 to 111, Kawasaki Steel ¥3 to 100, Nippon Mining ¥6 to 126, Teijin ¥10 to 171 and Toyoko ¥10 to 223.

Pioneer lost ¥20 to 2,230 and Sony fell ¥100 to 2,250.

AUSTRALIA—Some sections were higher on renewed buying, although sporadic profit-taking was evident in pre-Christmas trading.

Among Mines, Utah rose 20 cents to \$4.20 and Hamersley gained 10 cents to \$4.20.

Peko-Wallend gave way 10 cents to \$4.20.

The following nominal rates were quoted for London dollar certificates on deposit: one month 5.4-5.6 per cent; three months 5.6-5.8 per cent; six months 5.8-6.0 per cent; one year 6.0-6.2 per cent.

* Rates are nominal closing rates.

Short-term rates are call for sterling. U.S. dollars and Canadian dollars and two-year's notice for gold and Swiss francs.

EURO-CURRENCY INTEREST RATES*

Dec. 19 1975 Sterling U.S. Dollar Canadian Dollar Swiss Franc

Interest term: 11-12 11-12 11-12 11-12

Days notice: 11-12 11-12 11-12 11-12

Three months: 11-12 11-12 11-12 11-12

Six months: 11-12 11-12 11-12 11-12

One year: 11-12 11-12 11-12 11-12

Two years: 11-12 11-12 11-12 11-12

Three years: 11-12 11-12 11-12 11-12

Four years: 11-12 11-12 11-12 11-12

Five years: 11-12 11-12 11-12 11-12

Six years: 11-12 11-12 11-12 11-12

Seven years: 11-12 11-12 11-12 11-12

Eight years: 11-12 11-12 11-12 11-12

Nine years: 11-12 11-12 11-12 11-12

Ten years: 11-12 11-12 11-12 11-12

Eleven years: 11-12 11-12 11-12 11-12

Twelve years: 11-12 11-12 11-12 11-12

Thirteen years: 11-12 11-12 11-12 11-12

Fourteen years: 11-12 11-12 11-12 11-12

Fifteen years: 11-12 11-12 11-12 11-12

Sixteen years: 11-12 11-12 11-12 11-12

Seventeen years: 11-12 11-12 11-12 11-12

Eighteen years: 11-12 11-12 11-12 11-12

Nineteen years: 11-12 11-12 11-12 11-12

Twenty years: 11-12 11-12 11-12 11-12

Twenty-one years: 11-12 11-12 11-12 11-12

Twenty-two years: 11-12 11-12 11-12 11-12

Twenty-three years: 11-12 11-12 11-12 11-12

Twenty-four years: 11-12 11-12 11-12 11-12

Twenty-five years: 11-12 11-12 11-12 11-12

Twenty-six years: 11-12 11-12 11-12 11-12

Twenty-seven years: 11-12 11-12 11-12 11-12

Twenty-eight years: 11-12 11-12 11-12 11-12

Twenty-nine years: 11-12 11-12 11-12 11-12

Thirty years: 11-12 11-12 11-12 11-12

Thirty-one years: 11-12 11-12 11-12 11-12

Thirty-two years: 11-12 11-12 11-12 11-12

Thirty-three years: 11-12 11-12 11-12 11-12

Thirty-four years: 11-12 11-12 11-12 11-12

Thirty-five years: 11-12 11-12 11-12 11-12

Thirty-six years: 11-12 11-12 11-12 11-12

Thirty-seven years: 11-12 11-12 11-12 11-12

Thirty-eight years: 11-12 11-12 11-12 11-12

Thirty-nine years: 11-12 11-12 11-12 11-12

Forty years: 11-12 11-12 11-12 11-12

Forty-one years: 11-12 11-12 11-12 11-12

Forty-two years: 11-12 11-12 11-12 11-12

Forty-three years: 11-12 11-12 11-12 11-12

Forty-four years: 11-12 11-12 11-12 11-12

Forty-five years: 11-12 11-12 11-12 11-12

Forty-six years: 11-12 11-12 11-12 11-12

Forty-seven years: 11-12 11-12 11-12 11-12

Forty-eight years: 11-12 11-12 11-12 11-12

Forty-nine years: 11-12 11-12 11-12 11-12

Fifty years: 11-12 11-12 11-12 11-12

Fifty-one years: 11-12 11-12 11-12 11-12

Fifty-two years: 11-12 11-12 11-12 11-12

Fifty-three years: 11-12 11-12 11-12 11-12

Fifty-four years: 11-12 11-12 11-12 11-12

Fifty-five years: 11-12 11-12 11-12 11-12

Fifty-six years: 11-12 11-12 11-12 11-12

Fifty-seven years: 11-12 11-12 11-12 11-12

Fifty-eight years: 11-12 11-12 11-12 11-12

Fifty-nine years: 11-12 11-12 11-12 11-12

Sixty years: 11-12 11-12 11-12 11-12

Sixty-one years: 11-12 11-12 11-12 11-12

Sixty-two years: 11-12 11-12 11-12 11-12

Sixty-three years: 11-12 11-12 11-12 11-12

Sixty-four years: 11-12 11-12 11-12 11-12

Sixty-five years: 11-12 11-12 11-12 11-12

Sixty-six years: 11-12 11-12 11-12 11-12

Sixty-seven years: 11-12 11-12 11-12 11-12

Sixty-eight years: 11-12 11-12 11-12 11-12

Sixty-nine years: 11-12 11-12 11-12 11-12

Seventy years: 11-12 11-12 11-12 11-12

Seventy-one years: 11-12 11-12 11-12 11-12

Seventy-two years: 11-12 11-12 11-12 11-12

Seventy-three years: 11-12 11-12 11-12 11-12

Seventy-four years: 11-12 11-12 11-12 11-12

Seventy-five years: 11-12 11-12 11-12 11-12

Seventy-six years: 11-12 11-12 11-12 11-12

Seventy-seven years: 11-12 11-12 11-12 11-12

Seventy-eight years: 11-12 11-12 11-12 11-12

Seventy-nine years: 11-12 11-12 11-12 11-12

Eighty years: 11-12 11-12 11-12 11-12

Eighty-one years: 11-12 11-12 11-12 11-12

Eighty-two years: 11-12 11-12 11-12 11-12

Eighty-three years: 11-12 11-12 11-12 11-12

Eighty-four years: 11-12 11-12 11-12 11-12

Eighty-five years: 11-12 11-12 11-12 11-12

Eighty-six years: 11-12 11-12 11-12 11-12

Eighty-seven years: 11-12 11-12 11-12 11-12

Eighty-eight years: 11-12 11-12 11-12 11-12

Eighty-nine years: 11-12 11-12 11-12 11-12

Ninety years: 11-12 11-12 11-12 11-12

Ninety-one years: 11-12 11-12 11-12 11-12

Ninety-two years: 11-12 11-12 11-12 11-12

Ninety-three years: 11-12 11-12 11-12 11-12

Ninety-four years: 11-12 11-12 11-12 11-12

Ninety-five years: 11-12 11-12 11-12 11-12

Ninety-six years: 11-12 11-12 11-12 11-12

Ninety-seven years: 11-12 11-12 11-12 11-12

Ninety-eight years: 11-12 11-12 11-12 11-12

Ninety-nine years: 11-12 11-12 11-12 11-12

Hundred years: 11-12 11-12 11-12 11-12

Hundred and one years: 11-12 11-12 11-12 11-12

Hundred and two years: 11-12 11-12 11-12 11-12

Hundred and three years: 11-12 11-12 11-12 11-12

Hundred and four years: 11-12 11-12 11-12 11-12

Hundred and five years: 11-12 11-12 11-12 11-12

Hundred and six years: 11-12 11-12 11-12 11-12

Hundred and seven years: 11-12 11-12 11-12 11-12

Hundred and eight years: 11-12 11-12 11-12 11-12

Hundred and nine years: 11-12 11-12 11-12 11-12

Hundred and ten years: 11-12 11-12 11-12 11-12

Hundred and eleven years: 11-12 11-12 11-12 11-12

Hundred and twelve years: 11-12 11-12 11-12 11-12

Hundred and thirteen years: 11-12 11-12 11-12 11-12

Hundred and fourteen years: 11-12 11-12 11-12 11-12

Hundred and fifteen years: 11-12 11-12 11-12 11-12

Hundred and sixteen years: 11-12 11-12 11-12 11-12

Hundred and seventeen years: 11-12 11-12 11-12 11-12

Hundred and eighteen years: 11-12 11-12 11-12 11-12

Hundred and nineteen years: 11-12 11-12 11-12 11-12

Hundred and twenty years: 11-12 11-12 11-

FARMING AND RAW MATERIALS

U.K. dairy disruption warning

By Philip Rawstone

THE BRITISH dairy industry could be disrupted by new EEC regulations covering full cream milk, a Commons select committee reported yesterday.

Mr. Fred Peart, Minister of Agriculture, is to press for changes in the draft regulations in the Council of Ministers. But the select committee on European secondary legislation said yesterday that arrangements might have to be accepted that could cause disruption. It called for further Commons debate on the issue which it said, raised questions of political importance.

The problem stems, ironically, from earlier Government efforts to obtain an arrangement with the Common Market over the standardisation of the fat content of full cream milk that would suit the British dairy market.

The EEC Commission, responding to the Government's pressure, decided to give member states the choice between adopting a standardised full cream milk with a minimum fat content of 3.5 per cent, or full cream milk whose natural fat content would not be altered.

But a state, such as Britain, which adopted the latter system would have to accept imports of non-standardised milk from other Community countries.

The Milk Marketing Board, which the committee said such imports from countries where the average fat content was low would have a substantial price advantage over domestic supplies, which would be priced in the UK at about 3.8 per cent in the UK.

Higher world olive oil output forecast

WASHINGTON, Dec. 22. WORLD OLIVE oil production in 1976 is expected to rise to 649,000 tonnes from 1,535,000 in 1975, according to the U.S. Agriculture Department Foreign Agricultural Service (FAS).

Last month, the International Live Oil Council provisionally accepted 1975-76 output at 1,599,000 tonnes, against 1,346,000 in 1974-75.

The FAS says production in major producing-exporting countries (Mediterranean basin and Argentina) is estimated at 911,000 tonnes (1,315,000). Net exports of producing-exporting countries are forecast 63,000 tonnes in the calendar year 1975, and 80,000 in 1976.

London shrugs off fall in Penang tin price

By John Edwards, Commodities Editor

A SHARP fall in the price of Straits tin in the Penang market over the week-end—down from \$100.00 to \$89.43.25 a piece—was reported yesterday.

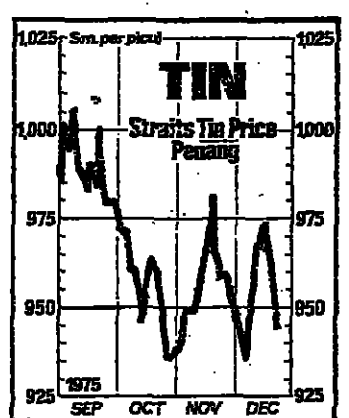
Mr. John Edwards, Commodities Editor, said the London Metal Exchange yesterday, Cash tin gained £17 to close at £3,064.5 a tonne.

It was claimed that the demand in the Penang market was caused by a falling tin price. It contained a purchase bid, believed to be on behalf of the buffer stock of the International Tin Agreement.

It is also expected, therefore, that the Straits tin price will quickly recover, especially in view of the firmness in London.

It is also believed that the buffer stock was "borrowing" on the London market yesterday—that is, buying cash and selling an equivalent amount for forward, which explained the narrowing of the difference between the cash and three months quotations.

A rise of 425 tonnes in tin stocks held in LME warehouses, raising total holdings to 7,145 tonnes, was slightly more than predicted but had little impact on the market.



A bigger-than-expected increase in copper stocks—up by 3,950 tonnes to a total of 496,825—also had little effect on market sentiment, particularly as the half-month tonnage mark was not quite achieved.

However, the recent upward trend in copper prices faltered, values declining from the levels reached in late trading on Friday evening. As a result, despite active trading conditions, cash

wirebars closed only £1.5 higher, at £583 a tonne, and on the late bid followed the downward move in New York.

Lead stocks rose far more steeply than expected, with an increase of 865 tonnes to a total of 36,250. Despite the rise to a new peak in stocks, however, lead prices remained steady in quiet trading conditions.

As anticipated, zinc stocks fell by 1,400 tonnes, to 7,075, but the market was sustained by support buying of cash zinc, believed to be on behalf of producers.

LME silver holdings moved up again by 520,000 ounces, to 13,060,000. There was considerable interest in the silver market, the London bullion spot quotation being raised by 7.40p, to 207.8p an ounce at the morning.

This reflected the sharp upward increase in the US market, and the firm trend in gold. The higher tone was well maintained in active trading during the day, but there were signs of a decline when profit-taking was encouraged by an early downturn in the New York market.

UN commodities talks switch

By David Egli

THE UNCTAD committee on commodities concluded its session here without reaching any major decisions on the proposed integrated programme for commodities.

But a resolution was passed agreeing that studies and discussions had reached the stage

at which it was possible to take concrete decisions.

Thus the buck has passed to the trade and development board of Unctad, which will meet in March and has to make recommendations for decisions by the fourth UN Conference on Trade and Development.

NZ wool prices still firm

By Dai Hayward

PRICES REMAINED firm at the last New Zealand wool sale for 1975 in Invercargill on Friday, giving an overall average for the first half of the season of about 140 cents per kilo. This compares with 91 cents in the corresponding period last year.

About 40 per cent of the clip has been sold, with demand coming mainly from traditional overseas buyers. The 75 per cent share at this stage is slightly down.

The trend over the last five months of 1975 reversed the pattern of the 1974-75 season. For the year ended June 1975, there was a 2 per cent increase in

the volume of NZ wool exported, but a 28 per cent decline in value.

Increased interest from Japanese buyers over the past few months, as well as bigger demands from local mills—the result of improved demand for NZ manufactured exports—have helped to make prices firm.

West Germany, Greece and other Western European buyers have all been active and the total volume of wool sold to Europe this season is well up on last year. Exports for the first three months totalled 408,500 bales, compared with 332,800 last year.

Strong rally in cocoa values

By Richard Mooney

COCOA VALUES recovered strongly on the London terminal market yesterday, in line with an unexpectedly firm tone in New York. In this morning's trading, London futures prices declined by over £5 a tonne, but all positions were higher by the close.

March cocoa was quoted at £727.25 a tonne, £4 above Friday's closing level.

The New York market had been expected to open substantially down, but the decline proved to be fairly minor. This sparked off a rally in London, which in turn encouraged a sharp rise in New York.

Futures prices were reported to have moved further ahead after London's close.

Cocoa supplies are expected to continue fairly tight next year, according to the U.S. and Dutch market reports, which its first forecast for the 1975-76 season, indicates a surplus of only 21,000 tonnes.

This compares with previous surpluses of a much larger surplus.

Purchases of main crop Ghana cocoa last week (the 12th week of the season) were estimated by the Ghana Cocoa Marketing Board at 21,533 tons. This compares with 28,554 tons, against 284,290 tons after 12 weeks last year.

The sharp upward increase in the US market, and the firm trend in gold. The higher tone was well maintained in active trading during the day, but there were signs of a decline when profit-taking was encouraged by an early downturn in the New York market.

As anticipated, zinc stocks fell by 1,400 tonnes, to 7,075, but the market was sustained by support buying of cash zinc, believed to be on behalf of producers.

LME silver holdings moved up again by 520,000 ounces, to 13,060,000. There was considerable interest in the silver market, the London bullion spot quotation being raised by 7.40p, to 207.8p an ounce at the morning.

Bigger Turkish tobacco crop estimated

By Our Own Correspondent

ANKARA, Dec. 22. TURKEY'S 1975 tobacco production is estimated to be 212,000 tonnes, 8 per cent higher than last year's crop, market sources say.

The Aegean crop was estimated at 124,900 tonnes, Marmara 18,900, Black Sea 40,900. Eastern regions 25,900 and other regions 31,900. These figures are slightly higher than official estimates, which put the 1975 crop at 208,000 tonnes.

In the 1974-75 export season, which ended at the beginning of September, registered export sales of tobacco totalled 65,300 tonnes, compared with 77,000 in the previous season. This drop in exports is continuing at an accelerated pace.

In the first three months of this year, a total of 45,900 tonnes of leaf and 45,000 tonnes of scrap tobacco were exported—over 62 per cent less than in the corresponding period last year.

INDIAN GRAIN SUPPLIES

Imports still needed despite record crop

By K. K. Sharma, New Delhi Correspondent

INDIA'S Agriculture Ministry has learnt to be cautious since it was caught by the wrong foot a few years ago. Hence the decision to continue imports, despite a bumper harvest.

A run of monsoon failures for three consecutive years leading up to 1975 meant bad harvests followed by worldwide efforts to bail India out of its troubles.

Russia came to India's aid with a loan of 2m. tonnes of wheat in 1973, when Soviet crop failures had forced Moscow to make heavy purchases in the U.S. market. Help came from the EEC and even the U.S., with whom political relations were bad. The country just managed to survive those critical years without widespread famine.

This year, India has had a bumper crop, the monsoon having co-operated. The total production of foodgrain in 1974-75 has been estimated at a record of 144m. tonnes. The previous best was achieved in 1971-72 when production was 106m. tonnes.

India's crop year is divided into the "rabi" (winter) and "kharif" (summer) harvests. The rabi crop is mainly wheat, and the kharif is rice. The rabi yield last winter is estimated at 45m. tonnes and the kharif at 69m. tonnes.

This is probably sufficient to feed the growing population of 400m. But because of the monsoon's past vagaries, the Agriculture Ministry has decided to continue to make purchases abroad, mainly in the U.S.

Higher prices

India has imported foodgrains for the past two decades. Imports in 1974-75 are estimated at around 5m. tonnes, mainly of wheat and sorghum, since rice is not available. This includes PL-480 shipments made by the U.S. on concessional terms—now paid in dollars instead of rupees.

Import figures for this year have not been announced, but prices will probably be higher because of the crop failure in Russia and expectations that China will also be in the market this year.

However, because of the record harvest in 1974-75, Indian purchases can be made when convenient. The Government has decided to procure for the first time in three years there is no panic. The imports are intended mainly to build a buffer stock to safeguard against situations of the kind that arose

in the three consecutive bad years. The size of the buffer stock will not be revealed for the same reason—that the quantity of imports is kept a secret.

Mr. C. Subramaniam, the Finance Minister, has said that the ideal size of the buffer stock would be 12m. tonnes, but this year's level is more likely to be around 5m. tonnes; if the monsoon behaves itself next year also, the optimum level prescribed by Mr. Subramaniam will probably be reached.

The good harvest in the past year is reflected in two ways. First, procurement for maintaining the public distribution system of "fair-price" shops is running at a record level. Procurement of wheat after the last rabi is believed to have been somewhat less than the target of 4.5m. tonnes because the traditionally conservative farmer believes in holding on to his grain in the hope of getting a better price in the event of shortages.

Officials claim that the farmer was helped by private wholesale traders who financed the "hearing" of stocks when the Government took over the whole sale in 1973. Procurement was so poor that year that officials discreetly stopped announcing figures when it became a trickle.

Last year, wholesale trade was restored to private traders—and procurement continued to be poor. On that occasion, a genuine crop failure was to blame. But the Government decided that private traders would not be given another chance; the wholesale trade has again been nationalised, this time permanently.

The main agency for procurement is the Food Corporation of India. Its agents go out into the country's thousands of "mandis" (grain markets), where farmers bring their produce.

For the first time in years, there has been widespread protest of price increases. Newspapers are full of accounts of food pouring into the "mandis" and the Government-owned TV does not tire of programmes showing grain heaped all over the markets.

Rice (the main kharif crop) is the main reason for the protest. The drive is well ahead of target. States like Punjab and Haryana, whose main crop is winter wheat, have already exceeded their target contributions of rice.

The Food Corporation is confident that the bumper crop in the main rice-growing states in the south. Such is the size of the crop that the rice ration in the southern states has been increased. This contrasts with the past three years in which southerners were being advised to change to wheat.

The second effect of the good harvest is falling grain prices. India is among the few countries—possibly the only large country—that has actually managed to control inflation.

The wholesale price index shows that prices are around 7 per cent lower than at the corresponding time last year; the highest weighting in the index is given to food articles.

Buffer stock

Because of the bumper crop, prices have tumbled much that in some areas the Food Corporation had to make purchases to maintain a minimum support price to protect the farmer. If the size of the buffer stock continues to grow, the extent of imports and internal procurement, food price stability should be maintained.

What are the reasons for the bumper crop? The monsoon undoubtedly played a major role, but it was able to do its part only because of efforts of the Government to improve yields through modern farming methods.

Since average cannot increase much more, the extent of deforestation has already caused concern—the effort has been to improve the yield per acre through use of fertilisers, high-yielding varieties of seeds and increasing irrigation, together with the use of more mechanised farming.

This started years ago and shows that there is an in-built capacity now to achieve a minimum grain production of 144m. tonnes. Because population is growing at a faster pace, efforts to improve the yield per acre have to be intensified.

The Government, appreciating this fact, reduced fertiliser prices early in November by cutting import and export duties. Similar cuts were made in July to encourage farmers to add nutrients to soil that has been neglected for three years owing to the fall in incomes following poor harvests.

More incentives of this kind are needed, especially in the more backward parts of the country. Agriculture experts believe yields can improve sufficiently to keep pace with the population.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

COPPER—Up on balance but closing low today's highest. In late trading, lead was higher than silver, but that level was never reached yesterday with the day's highest silver being at 11.10. The price of fresh consumer demand and reworking prompted profit-taking and a price decline followed the day's high. The price of silver was also a dampener. Influence in the afternoon. Copper is expected rise in the already record.

Commodity	Unit	Price
Copper	lb	11.10
Silver	lb	11.10
Gold	lb	11.10
Platinum	lb	11.10
Palladium	lb	11.10
Rhodium	lb	11.10
Iridium	lb	11.10
Osmium	lb	11.10
Ruthenium	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10

APPOINTMENTS

THE PAINLESS WAY TO FIND A SENIOR SECRETARY

If you need a P.A. Secretary, a girl with the Right Background and Qualifications to assist you in your business, then you also need a high calibre service to interview and short list applicants for you.

Please ring Sallyman Phillips on 01-5747, or the SPECIAL APPOINTMENTS DIVISION OF Adventure

STOCKBROKERS

Progressive medium-sized firm has vacancies for three substantial Commission Earners either as unit or as individuals.

Write Box A.355, Financial Times, 10, Cannon Street, EC4A 4BT.

ART GALLERIES

FIELDHOUSE GALLERIES, 63, Queen's Gate, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

ONEILL GALLERIES, 40, Albemarle Street, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

KAPLAN GALLERY, 5, Cork St. W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

CINEMAS—(Cont.)

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

warehouse stocks figure had little market impact. Turnover 35,000 tonnes.

Aluminium—Metal Corporation reported that in the morning cash wire was traded at 11.10. The price of fresh consumer demand and reworking prompted profit-taking and a price decline followed the day's high. The price of silver was also a dampener. Influence in the afternoon. Copper is expected rise in the already record.

Commodity	Unit	Price
Copper	lb	11.10
Silver	lb	11.10
Gold	lb	11.10
Platinum	lb	11.10
Palladium	lb	11.10
Rhodium	lb	11.10
Iridium	lb	11.10
Osmium	lb	11.10
Ruthenium	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10

APPOINTMENTS

THE PAINLESS WAY TO FIND A SENIOR SECRETARY

If you need a P.A. Secretary, a girl with the Right Background and Qualifications to assist you in your business, then you also need a high calibre service to interview and short list applicants for you.

Please ring Sallyman Phillips on 01-5747, or the SPECIAL APPOINTMENTS DIVISION OF Adventure

STOCKBROKERS

Progressive medium-sized firm has vacancies for three substantial Commission Earners either as unit or as individuals.

Write Box A.355, Financial Times, 10, Cannon Street, EC4A 4BT.

ART GALLERIES

FIELDHOUSE GALLERIES, 63, Queen's Gate, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

ONEILL GALLERIES, 40, Albemarle Street, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

KAPLAN GALLERY, 5, Cork St. W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

CINEMAS—(Cont.)

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

warehouse stocks figure had little market impact. Turnover 35,000 tonnes.

Aluminium—Metal Corporation reported that in the morning cash wire was traded at 11.10. The price of fresh consumer demand and reworking prompted profit-taking and a price decline followed the day's high. The price of silver was also a dampener. Influence in the afternoon. Copper is expected rise in the already record.

Commodity	Unit	Price
Copper	lb	11.10
Silver	lb	11.10
Gold	lb	11.10
Platinum	lb	11.10
Palladium	lb	11.10
Rhodium	lb	11.10
Iridium	lb	11.10
Osmium	lb	11.10
Ruthenium	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10

APPOINTMENTS

THE PAINLESS WAY TO FIND A SENIOR SECRETARY

If you need a P.A. Secretary, a girl with the Right Background and Qualifications to assist you in your business, then you also need a high calibre service to interview and short list applicants for you.

Please ring Sallyman Phillips on 01-5747, or the SPECIAL APPOINTMENTS DIVISION OF Adventure

STOCKBROKERS

Progressive medium-sized firm has vacancies for three substantial Commission Earners either as unit or as individuals.

Write Box A.355, Financial Times, 10, Cannon Street, EC4A 4BT.

ART GALLERIES

FIELDHOUSE GALLERIES, 63, Queen's Gate, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

ONEILL GALLERIES, 40, Albemarle Street, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

KAPLAN GALLERY, 5, Cork St. W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

CINEMAS—(Cont.)

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

warehouse stocks figure had little market impact. Turnover 35,000 tonnes.

Aluminium—Metal Corporation reported that in the morning cash wire was traded at 11.10. The price of fresh consumer demand and reworking prompted profit-taking and a price decline followed the day's high. The price of silver was also a dampener. Influence in the afternoon. Copper is expected rise in the already record.

Commodity	Unit	Price
Copper	lb	11.10
Silver	lb	11.10
Gold	lb	11.10
Platinum	lb	11.10
Palladium	lb	11.10
Rhodium	lb	11.10
Iridium	lb	11.10
Osmium	lb	11.10
Ruthenium	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10
Vanadium	lb	11.10
Niobium	lb	11.10
Tantalum	lb	11.10

APPOINTMENTS

THE PAINLESS WAY TO FIND A SENIOR SECRETARY

If you need a P.A. Secretary, a girl with the Right Background and Qualifications to assist you in your business, then you also need a high calibre service to interview and short list applicants for you.

Please ring Sallyman Phillips on 01-5747, or the SPECIAL APPOINTMENTS DIVISION OF Adventure

STOCKBROKERS

Progressive medium-sized firm has vacancies for three substantial Commission Earners either as unit or as individuals.

Write Box A.355, Financial Times, 10, Cannon Street, EC4A 4BT.

ART GALLERIES

FIELDHOUSE GALLERIES, 63, Queen's Gate, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

ONEILL GALLERIES, 40, Albemarle Street, W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

KAPLAN GALLERY, 5, Cork St. W.1. Tel: 01-581 5555. ENGLISH AND SCOTTISH ART. 19th & 20th C.

CINEMAS—(Cont.)

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

ALHAMBRA, Curzon Street, W.1. 499 2737. "The Great Escape".

AUTHORISED UNIT TRUSTS

Abbey Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Abbey Capital 100.00 Abbey Income 100.00 Abbey Growth 100.00 Abbey Dividend 100.00 Abbey Bond 100.00 Abbey Property 100.00 Abbey International 100.00 Abbey Overseas 100.00 Abbey Global 100.00 Abbey Multi-Asset 100.00 Abbey Hedge 100.00 Abbey Commodity 100.00 Abbey Alternative 100.00 Abbey Special 100.00 Abbey Private 100.00 Abbey Venture 100.00 Abbey Real Estate 100.00 Abbey Infrastructure 100.00 Abbey Natural Resources 100.00 Abbey Art Collection 100.00 Abbey Fine Art 100.00 Abbey Jewellery 100.00 Abbey Collectibles 100.00 Abbey Fine Art 100.00 Abbey Jewellery 100.00 Abbey Collectibles 100.00	Bridge Trustees Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Bridge Capital 100.00 Bridge Income 100.00 Bridge Growth 100.00 Bridge Dividend 100.00 Bridge Bond 100.00 Bridge Property 100.00 Bridge International 100.00 Bridge Overseas 100.00 Bridge Global 100.00 Bridge Multi-Asset 100.00 Bridge Hedge 100.00 Bridge Commodity 100.00 Bridge Alternative 100.00 Bridge Special 100.00 Bridge Private 100.00 Bridge Venture 100.00 Bridge Real Estate 100.00 Bridge Infrastructure 100.00 Bridge Natural Resources 100.00 Bridge Art Collection 100.00 Bridge Fine Art 100.00 Bridge Jewellery 100.00 Bridge Collectibles 100.00 Bridge Fine Art 100.00 Bridge Jewellery 100.00 Bridge Collectibles 100.00	Garrett Fund Managers Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Garrett Capital 100.00 Garrett Income 100.00 Garrett Growth 100.00 Garrett Dividend 100.00 Garrett Bond 100.00 Garrett Property 100.00 Garrett International 100.00 Garrett Overseas 100.00 Garrett Global 100.00 Garrett Multi-Asset 100.00 Garrett Hedge 100.00 Garrett Commodity 100.00 Garrett Alternative 100.00 Garrett Special 100.00 Garrett Private 100.00 Garrett Venture 100.00 Garrett Real Estate 100.00 Garrett Infrastructure 100.00 Garrett Natural Resources 100.00 Garrett Art Collection 100.00 Garrett Fine Art 100.00 Garrett Jewellery 100.00 Garrett Collectibles 100.00 Garrett Fine Art 100.00 Garrett Jewellery 100.00 Garrett Collectibles 100.00	Lloyds Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Lloyds Capital 100.00 Lloyds Income 100.00 Lloyds Growth 100.00 Lloyds Dividend 100.00 Lloyds Bond 100.00 Lloyds Property 100.00 Lloyds International 100.00 Lloyds Overseas 100.00 Lloyds Global 100.00 Lloyds Multi-Asset 100.00 Lloyds Hedge 100.00 Lloyds Commodity 100.00 Lloyds Alternative 100.00 Lloyds Special 100.00 Lloyds Private 100.00 Lloyds Venture 100.00 Lloyds Real Estate 100.00 Lloyds Infrastructure 100.00 Lloyds Natural Resources 100.00 Lloyds Art Collection 100.00 Lloyds Fine Art 100.00 Lloyds Jewellery 100.00 Lloyds Collectibles 100.00 Lloyds Fine Art 100.00 Lloyds Jewellery 100.00 Lloyds Collectibles 100.00	National Unit Trust Managers Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF National Capital 100.00 National Income 100.00 National Growth 100.00 National Dividend 100.00 National Bond 100.00 National Property 100.00 National International 100.00 National Overseas 100.00 National Global 100.00 National Multi-Asset 100.00 National Hedge 100.00 National Commodity 100.00 National Alternative 100.00 National Special 100.00 National Private 100.00 National Venture 100.00 National Real Estate 100.00 National Infrastructure 100.00 National Natural Resources 100.00 National Art Collection 100.00 National Fine Art 100.00 National Jewellery 100.00 National Collectibles 100.00 National Fine Art 100.00 National Jewellery 100.00 National Collectibles 100.00	Reliance Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Reliance Capital 100.00 Reliance Income 100.00 Reliance Growth 100.00 Reliance Dividend 100.00 Reliance Bond 100.00 Reliance Property 100.00 Reliance International 100.00 Reliance Overseas 100.00 Reliance Global 100.00 Reliance Multi-Asset 100.00 Reliance Hedge 100.00 Reliance Commodity 100.00 Reliance Alternative 100.00 Reliance Special 100.00 Reliance Private 100.00 Reliance Venture 100.00 Reliance Real Estate 100.00 Reliance Infrastructure 100.00 Reliance Natural Resources 100.00 Reliance Art Collection 100.00 Reliance Fine Art 100.00 Reliance Jewellery 100.00 Reliance Collectibles 100.00 Reliance Fine Art 100.00 Reliance Jewellery 100.00 Reliance Collectibles 100.00	Seaham Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Seaham Capital 100.00 Seaham Income 100.00 Seaham Growth 100.00 Seaham Dividend 100.00 Seaham Bond 100.00 Seaham Property 100.00 Seaham International 100.00 Seaham Overseas 100.00 Seaham Global 100.00 Seaham Multi-Asset 100.00 Seaham Hedge 100.00 Seaham Commodity 100.00 Seaham Alternative 100.00 Seaham Special 100.00 Seaham Private 100.00 Seaham Venture 100.00 Seaham Real Estate 100.00 Seaham Infrastructure 100.00 Seaham Natural Resources 100.00 Seaham Art Collection 100.00 Seaham Fine Art 100.00 Seaham Jewellery 100.00 Seaham Collectibles 100.00 Seaham Fine Art 100.00 Seaham Jewellery 100.00 Seaham Collectibles 100.00	Target Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Target Capital 100.00 Target Income 100.00 Target Growth 100.00 Target Dividend 100.00 Target Bond 100.00 Target Property 100.00 Target International 100.00 Target Overseas 100.00 Target Global 100.00 Target Multi-Asset 100.00 Target Hedge 100.00 Target Commodity 100.00 Target Alternative 100.00 Target Special 100.00 Target Private 100.00 Target Venture 100.00 Target Real Estate 100.00 Target Infrastructure 100.00 Target Natural Resources 100.00 Target Art Collection 100.00 Target Fine Art 100.00 Target Jewellery 100.00 Target Collectibles 100.00 Target Fine Art 100.00 Target Jewellery 100.00 Target Collectibles 100.00	Transatlantic Unit Trst. Mgrs. Ltd. (a)(g) 25 Abchurch Lane, London EC4N 3DF Transatlantic Capital 100.00 Transatlantic Income 100.00 Transatlantic Growth 100.00 Transatlantic Dividend 100.00 Transatlantic Bond 100.00 Transatlantic Property 100.00 Transatlantic International 100.00 Transatlantic Overseas 100.00 Transatlantic Global 100.00 Transatlantic Multi-Asset 100.00 Transatlantic Hedge 100.00 Transatlantic Commodity 100.00 Transatlantic Alternative 100.00 Transatlantic Special 100.00 Transatlantic Private 100.00 Transatlantic Venture 100.00 Transatlantic Real Estate 100.00 Transatlantic Infrastructure 100.00 Transatlantic Natural Resources 100.00 Transatlantic Art Collection 100.00 Transatlantic Fine Art 100.00 Transatlantic Jewellery 100.00 Transatlantic Collectibles 100.00 Transatlantic Fine Art 100.00 Transatlantic Jewellery 100.00 Transatlantic Collectibles 100.00
---	--	--	--	---	--	--	--	---

INSURANCE, PROPERTY, BONDS

REGIONAL MARKETS			
Index	Value	% Chg	Notes
London 100	100.00	0.00	
Edinburgh 100	100.00	0.00	
Glasgow 100	100.00	0.00	
Manchester 100	100.00	0.00	
Birmingham 100	100.00	0.00	
Cardiff 100	100.00	0.00	
Belfast 100	100.00	0.00	
London 200	200.00	0.00	
Edinburgh 200	200.00	0.00	
Glasgow 200	200.00	0.00	
Manchester 200	200.00	0.00	
Birmingham 200	200.00	0.00	
Cardiff 200	200.00	0.00	
Belfast 200	200.00	0.00	

INTERIM STATEMENT

Hoffnung

INTERIM RESULTS

	Half-year to 30.9.75	Half-year to 30.9.74	Half-year to 30.9.73
Revenue	1,806	1,795	1,124
Profit before tax	800	881	569
Profit after tax	1,006	934	555
Profit attributable to ordinary shareholders	731	103	100
Profit attributable to minority interests	27	80	55
Profit after tax	758	813	605
Profit attributable to ordinary shareholders	486	831	492
Profit attributable to minority interests	27	80	55
Profit after tax	513	911	547

The Directors of S. Hoffnung & Co. Limited report that the audited results for the half-year ended 30th September 1975 are as follows:—

The results for the half-year ended 30th September 1975 have been converted into sterling at the rates of exchange ruling on that date, when the official rate of exchange for the Australian dollar was £1=81.62.

The figures for the two half-years ended 30th September, 1974 and 30th September, 1975 have been converted into sterling at the rates of exchange ruling at the latter date, when the official rate of exchange for the Australian dollar was £1=81.78.

The results for the half-year ended 30th September, 1975 exclude the losses of a subsidiary now in liquidation.

The fully diluted earnings per share are not materially less than the basic earnings per share shown above.

The Directors have declared an interim dividend of 1.35p per share (1975-1.25p) on the Ordinary shares of 25p each payable on 9th April, 1976 in respect of the year ending 30th September, 1975.

The results for the first half-year to 30th September, 1975 are other than indicated in the Chairman's Statement for the year ended 31st March, 1975 even after allowing for the effects of a more favourable sterling/Australian dollar exchange rate. It is too early to judge the effect on trading conditions of the recent change of Government in Australia. There are indications that inflation is coming under control. The private sector under the new Government is given priority over the public sector, trading conditions should improve over the next year albeit at a gradual rate.

Abbey Life Assurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Abbey Capital 100.00 Abbey Income 100.00 Abbey Growth 100.00 Abbey Dividend 100.00 Abbey Bond 100.00 Abbey Property 100.00 Abbey International 100.00 Abbey Overseas 100.00 Abbey Global 100.00 Abbey Multi-Asset 100.00 Abbey Hedge 100.00 Abbey Commodity 100.00 Abbey Alternative 100.00 Abbey Special 100.00 Abbey Private 100.00 Abbey Venture 100.00 Abbey Real Estate 100.00 Abbey Infrastructure 100.00 Abbey Natural Resources 100.00 Abbey Art Collection 100.00 Abbey Fine Art 100.00 Abbey Jewellery 100.00 Abbey Collectibles 100.00 Abbey Fine Art 100.00 Abbey Jewellery 100.00 Abbey Collectibles 100.00	The City of Westminster Assurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF City Capital 100.00 City Income 100.00 City Growth 100.00 City Dividend 100.00 City Bond 100.00 City Property 100.00 City International 100.00 City Overseas 100.00 City Global 100.00 City Multi-Asset 100.00 City Hedge 100.00 City Commodity 100.00 City Alternative 100.00 City Special 100.00 City Private 100.00 City Venture 100.00 City Real Estate 100.00 City Infrastructure 100.00 City Natural Resources 100.00 City Art Collection 100.00 City Fine Art 100.00 City Jewellery 100.00 City Collectibles 100.00 City Fine Art 100.00 City Jewellery 100.00 City Collectibles 100.00	Hamro Life Assurance Limited 25 Abchurch Lane, London EC4N 3DF Hamro Capital 100.00 Hamro Income 100.00 Hamro Growth 100.00 Hamro Dividend 100.00 Hamro Bond 100.00 Hamro Property 100.00 Hamro International 100.00 Hamro Overseas 100.00 Hamro Global 100.00 Hamro Multi-Asset 100.00 Hamro Hedge 100.00 Hamro Commodity 100.00 Hamro Alternative 100.00 Hamro Special 100.00 Hamro Private 100.00 Hamro Venture 100.00 Hamro Real Estate 100.00 Hamro Infrastructure 100.00 Hamro Natural Resources 100.00 Hamro Art Collection 100.00 Hamro Fine Art 100.00 Hamro Jewellery 100.00 Hamro Collectibles 100.00 Hamro Fine Art 100.00 Hamro Jewellery 100.00 Hamro Collectibles 100.00	Life & Equity Assurance 25 Abchurch Lane, London EC4N 3DF Life Capital 100.00 Life Income 100.00 Life Growth 100.00 Life Dividend 100.00 Life Bond 100.00 Life Property 100.00 Life International 100.00 Life Overseas 100.00 Life Global 100.00 Life Multi-Asset 100.00 Life Hedge 100.00 Life Commodity 100.00 Life Alternative 100.00 Life Special 100.00 Life Private 100.00 Life Venture 100.00 Life Real Estate 100.00 Life Infrastructure 100.00 Life Natural Resources 100.00 Life Art Collection 100.00 Life Fine Art 100.00 Life Jewellery 100.00 Life Collectibles 100.00 Life Fine Art 100.00 Life Jewellery 100.00 Life Collectibles 100.00	Norwich Union Insurance Group 25 Abchurch Lane, London EC4N 3DF Norwich Capital 100.00 Norwich Income 100.00 Norwich Growth 100.00 Norwich Dividend 100.00 Norwich Bond 100.00 Norwich Property 100.00 Norwich International 100.00 Norwich Overseas 100.00 Norwich Global 100.00 Norwich Multi-Asset 100.00 Norwich Hedge 100.00 Norwich Commodity 100.00 Norwich Alternative 100.00 Norwich Special 100.00 Norwich Private 100.00 Norwich Venture 100.00 Norwich Real Estate 100.00 Norwich Infrastructure 100.00 Norwich Natural Resources 100.00 Norwich Art Collection 100.00 Norwich Fine Art 100.00 Norwich Jewellery 100.00 Norwich Collectibles 100.00 Norwich Fine Art 100.00 Norwich Jewellery 100.00 Norwich Collectibles 100.00	Scott, Widows' Fund & Life Ass. Soc. 25 Abchurch Lane, London EC4N 3DF Scott Capital 100.00 Scott Income 100.00 Scott Growth 100.00 Scott Dividend 100.00 Scott Bond 100.00 Scott Property 100.00 Scott International 100.00 Scott Overseas 100.00 Scott Global 100.00 Scott Multi-Asset 100.00 Scott Hedge 100.00 Scott Commodity 100.00 Scott Alternative 100.00 Scott Special 100.00 Scott Private 100.00 Scott Venture 100.00 Scott Real Estate 100.00 Scott Infrastructure 100.00 Scott Natural Resources 100.00 Scott Art Collection 100.00 Scott Fine Art 100.00 Scott Jewellery 100.00 Scott Collectibles 100.00 Scott Fine Art 100.00 Scott Jewellery 100.00 Scott Collectibles 100.00	Slater Walker Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Slater Capital 100.00 Slater Income 100.00 Slater Growth 100.00 Slater Dividend 100.00 Slater Bond 100.00 Slater Property 100.00 Slater International 100.00 Slater Overseas 100.00 Slater Global 100.00 Slater Multi-Asset 100.00 Slater Hedge 100.00 Slater Commodity 100.00 Slater Alternative 100.00 Slater Special 100.00 Slater Private 100.00 Slater Venture 100.00 Slater Real Estate 100.00 Slater Infrastructure 100.00 Slater Natural Resources 100.00 Slater Art Collection 100.00 Slater Fine Art 100.00 Slater Jewellery 100.00 Slater Collectibles 100.00 Slater Fine Art 100.00 Slater Jewellery 100.00 Slater Collectibles 100.00	Sun Life Assurance Co. (U.K.) Ltd. 25 Abchurch Lane, London EC4N 3DF Sun Capital 100.00 Sun Income 100.00 Sun Growth 100.00 Sun Dividend 100.00 Sun Bond 100.00 Sun Property 100.00 Sun International 100.00 Sun Overseas 100.00 Sun Global 100.00 Sun Multi-Asset 100.00 Sun Hedge 100.00 Sun Commodity 100.00 Sun Alternative 100.00 Sun Special 100.00 Sun Private 100.00 Sun Venture 100.00 Sun Real Estate 100.00 Sun Infrastructure 100.00 Sun Natural Resources 100.00 Sun Art Collection 100.00 Sun Fine Art 100.00 Sun Jewellery 100.00 Sun Collectibles 100.00 Sun Fine Art 100.00 Sun Jewellery 100.00 Sun Collectibles 100.00	Target Life Assurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Target Capital 100.00 Target Income 100.00 Target Growth 100.00 Target Dividend 100.00 Target Bond 100.00 Target Property 100.00 Target International 100.00 Target Overseas 100.00 Target Global 100.00 Target Multi-Asset 100.00 Target Hedge 100.00 Target Commodity 100.00 Target Alternative 100.00 Target Special 100.00 Target Private 100.00 Target Venture 100.00 Target Real Estate 100.00 Target Infrastructure 100.00 Target Natural Resources 100.00 Target Art Collection 100.00 Target Fine Art 100.00 Target Jewellery 100.00 Target Collectibles 100.00 Target Fine Art 100.00 Target Jewellery 100.00 Target Collectibles 100.00	Transatlantic Life Ins. Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Transatlantic Capital 100.00 Transatlantic Income 100.00 Transatlantic Growth 100.00 Transatlantic Dividend 100.00 Transatlantic Bond 100.00 Transatlantic Property 100.00 Transatlantic International 100.00 Transatlantic Overseas 100.00 Transatlantic Global 100.00 Transatlantic Multi-Asset 100.00 Transatlantic Hedge 100.00 Transatlantic Commodity 100.00 Transatlantic Alternative 100.00 Transatlantic Special 100.00 Transatlantic Private 100.00 Transatlantic Venture 100.00 Transatlantic Real Estate 100.00 Transatlantic Infrastructure 100.00 Transatlantic Natural Resources 100.00 Transatlantic Art Collection 100.00 Transatlantic Fine Art 100.00 Transatlantic Jewellery 100.00 Transatlantic Collectibles 100.00 Transatlantic Fine Art 100.00 Transatlantic Jewellery 100.00 Transatlantic Collectibles 100.00
--	---	---	--	--	---	---	---	---	---

OFFSHORE AND OVERSEAS FUNDS

Albany Management Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Albany Capital 100.00 Albany Income 100.00 Albany Growth 100.00 Albany Dividend 100.00 Albany Bond 100.00 Albany Property 100.00 Albany International 100.00 Albany Overseas 100.00 Albany Global 100.00 Albany Multi-Asset 100.00 Albany Hedge 100.00 Albany Commodity 100.00 Albany Alternative 100.00 Albany Special 100.00 Albany Private 100.00 Albany Venture 100.00 Albany Real Estate 100.00 Albany Infrastructure 100.00 Albany Natural Resources 100.00 Albany Art Collection 100.00 Albany Fine Art 100.00 Albany Jewellery 100.00 Albany Collectibles 100.00 Albany Fine Art 100.00 Albany Jewellery 100.00 Albany Collectibles 100.00	Barclays Life Assurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Barclays Capital 100.00 Barclays Income 100.00 Barclays Growth 100.00 Barclays Dividend 100.00 Barclays Bond 100.00 Barclays Property 100.00 Barclays International 100.00 Barclays Overseas 100.00 Barclays Global 100.00 Barclays Multi-Asset 100.00 Barclays Hedge 100.00 Barclays Commodity 100.00 Barclays Alternative 100.00 Barclays Special 100.00 Barclays Private 100.00 Barclays Venture 100.00 Barclays Real Estate 100.00 Barclays Infrastructure 100.00 Barclays Natural Resources 100.00 Barclays Art Collection 100.00 Barclays Fine Art 100.00 Barclays Jewellery 100.00 Barclays Collectibles 100.00 Barclays Fine Art 100.00 Barclays Jewellery 100.00 Barclays Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00	Canal Insurance Co. Ltd. 25 Abchurch Lane, London EC4N 3DF Canal Capital 100.00 Canal Income 100.00 Canal Growth 100.00 Canal Dividend 100.00 Canal Bond 100.00 Canal Property 100.00 Canal International 100.00 Canal Overseas 100.00 Canal Global 100.00 Canal Multi-Asset 100.00 Canal Hedge 100.00 Canal Commodity 100.00 Canal Alternative 100.00 Canal Special 100.00 Canal Private 100.00 Canal Venture 100.00 Canal Real Estate 100.00 Canal Infrastructure 100.00 Canal Natural Resources 100.00 Canal Art Collection 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00 Canal Fine Art 100.00 Canal Jewellery 100.00 Canal Collectibles 100.00
---	---	---	---	---	---	---	---	---	---

NOTES

FT SHARE INFORMATION SERVICE

Table with multiple columns: Stock, Price, % Chg, Div, Yield, etc. Includes sections for BRITISH FUNDS, BANKS AND HIRE PURCHASE, BUILDING INDUSTRY, DRAPERY AND STORES, ENGINEERING, and CANADIANS.

Table with multiple columns: Stock, Price, % Chg, Div, Yield, etc. Includes sections for BUILDING INDUSTRY (Continued), DRAPERY AND STORES (Continued), ENGINEERING (Continued), ELECTRICAL AND RADIO, CHEMICALS, PLASTICS, BEERS, WINES AND SPIRITS, BUILDING INDUSTRY, TIMBER & ROADS, CINEMAS, THEATRES AND TV, DRAPERY AND STORES, and FOOD, GROCERIES, ETC.

Table with multiple columns: Stock, Price, % Chg, Div, Yield, etc. Includes sections for DRAPERY AND STORES (Continued), ENGINEERING (Continued), ELECTRICAL AND RADIO, CHEMICALS, PLASTICS, BEERS, WINES AND SPIRITS, BUILDING INDUSTRY, TIMBER & ROADS, CINEMAS, THEATRES AND TV, DRAPERY AND STORES, and FOOD, GROCERIES, ETC.

Table with multiple columns: Stock, Price, % Chg, Div, Yield, etc. Includes sections for HOTELS (Continued), INDUSTRIALS (Miscellaneous), and HOTELS & CATERERS.

Handwritten signature or mark at the bottom center of the page.

[illegible]

Distribution & Storage
Nationwide
alfred bell
Abbey Road,
Park Royal,
London N.W.10.
Tel: 01-965 0011

FINANCIAL TIMES

Tuesday December 23 1975

Weatherall Green & Smith
Chartered Surveyors-Estate Agents
London Leeds Paris Nice Frankfurt

Opposition grows to Chrysler plan

BY PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

SHOP FLOOR opposition to the Government's 162m rescue programme for Chrysler grew furiously yesterday. A mass meeting of Ryton and Bagnall employees — two out of three of them would be sacked under the scheme — overwhelmingly decided to occupy their factories if a meeting of joint shop stewards fails to agree next Monday to fight to make the redundancies negotiable.

Even moderates have been inflamed by the fact that the agreement between Chrysler Corporation and the Government provides little scope for negotiation. In particular they are annoyed that redundancies will be compulsory and on the principle of last in, first out.

The Chrysler workers' grievances were echoed yesterday by Mr. Clive Jenkins, general secretary of the Association of Scientific, Technical and Managerial Staffs, who called for public ownership of Chrysler U.K. workers on the Board, and import controls on foreign cars.

He called for a national car industry plan, saying that it would be suicidal for the country to have Chrysler and Leyland competing, and argued that to have these take-it-or-leave-it terms from the Americans will not do.

Although fewer than 1,000 workers were at the hurriedly called mass meeting at Ryton yesterday, only ten hands were raised against the idea of occupying the factory.

This accords with a decision at Linwood, Scotland — the other car plant — that unless management opens negotiations on redundancies, employees will go into the plant on January 5 even though they have not been recalled, with the strong possibility that a sit-in will follow. The strong line taken by the

Low Christmas mail may push up postal fees

BY ARTHUR SMITH

A SHARP drop in the posting of Christmas mail raises the prospect of another increase in postal charges next year. However, hopes are mounting that a further rise in telephone charges may be held off for the next 12 months.

The Post Office agreed last night that Christmas traffic was considerably down on forecasts. In the wake of two hefty price increases this year, the corporation had anticipated that mail would be 12½ per cent down on 1974 as a whole and 15 per cent in the peak Christmas period. Provisional estimates suggest that seasonal traffic has dropped by at least 19 per cent.

While the Post Office last night played down the significance of the fall in Christmas mail, it is clear that major doubts surround the impact that the autumn price increases, plus the economic recession, will have upon revenue.

Undoubtedly the corporation will avoid another price rise for as long as possible, and indeed the Post Office may be approaching the situation where consumer resistance would be so great that total revenue would in fact decline.

Economies are already being instituted to save around £80m. to the current financial year. Over the working has been cut dramatically and a reduction in postal staff to match falling traffic is expected to yield £11.5m.

Four cuts in service which the

Post Office proposed at the time of its last price increase were vetoed by the Government, but discussions are continuing and a compromise solution is likely to be announced shortly.

The cuts, designed to save around £19.5m. a year, involve closing all Post Office counters on Saturday afternoons, ending Sunday collections and second deliveries in rural areas and some towns.

More radical economies — including the abolition of all second deliveries and involving savings of at least £20m. a year — will probably be submitted to the review committee now being set up by the Government.

Mr. C. F. Carter, vice-chancellor of Lancaster University, will head the inquiry — the most fundamental assessment of the Post Office since it was established as a public corporation in 1969.

On telecommunications, the two price increases this year are likely to hold back the growth of telephone traffic to around 10 per cent, compared with 7 per cent last year and more than 10 per cent in earlier years.

The sector is likely to show slightly more than the forecast 2 per cent. return on capital in the financial year to next March.

While it is hoped that charges will be held steady throughout 1976, in the longer term regular price reviews will enable the sector to generate a far higher proportion of its own investment. Last year the proportion slumped to 40 per cent.

Government paves way for unions on oil rigs

BY JOHN ELLIOTT, LABOUR EDITOR

A RAPID extension of trade union activity on North Sea oil rigs across the whole area of the U.K. Continental Shelf is expected to start next April as a result of legislative proposals drawn up by the Government.

Oil companies and union leaders are examining a consultative document circulated to them privately last week by the Department of Employment which outlines Government plans to extend existing and new employment legislation to the rigs and to all support vessels and other off-shore activities.

The immediate effect of this is likely to be rapid moves by trade unions to place statutory safety representatives on rigs and to use the Employment Protection Act to force employers to grant general trade union recognition.

So far trade unions have made little impact on oil rigs and only one or two recognition agreements have been reached in spite of considerable activity by individual unions, by the TUC, and by a co-ordinating trade union committee based in Aberdeen.

Now the unions see the proposals as a way of using the law to make new inroads, especially since the legislation would apply not only to British citizens and U.K.-owned rigs but also to foreign employees and operators across the whole U.K. section of the Continental shelf as well as in U.K. territorial waters.

The Government considers its proposals are a logical extension of employment legislation and land-based practices to the North Sea and is specially concerned to help improve the safety of the workers involved.

Sir Mark Turner is new chairman of RTZ

BY KENNETH MARSTON, MINING EDITOR

THE BOARD of Rio Tinto-Zinc Corporation has appointed Sir Mark Turner, 65, chairman and chief executive of the mining group in succession to Sir Val Duncan, who died suddenly on Friday.

Sir Mark has been part of the RTZ team since its formation in 1967, and has been in charge of the Rio Tinto Zinc Ltd. which took RTZ from small beginnings to its present position as a major international mining company in 13 years.

Sir Mark's age, coupled with the fact that RTZ has drawn much of its vigour from the younger members of its team, has given rise to conjecture that his appointment is merely of a caretaker nature and that a more RTZ team member, including Mr. Roy Wright and Sir Val, will be nominated in due course.

Sir Mark is also on the Boards of British Home Stores, Commercial Union Assurance and Kleinwort Benson Ltd.

Weather

U.K. TO-DAY
CLOUDY. Occasional drizzle.
London, E. S.E. Cent. S. East.
N. England, E. Anglia, Midlands
Cloudy. Mostly dry. Wind
S.W. moderate. Max. 9C (48F).
Channel Is., S.W., N.W. England,
Wales
Cloudy. Drizzle. Hill fog. Wind
S.W., moderate. Max. 10C (50F).

N.E., N.W. Scotland, Moray Firth,
Orkney, Shetland
Showers. Wind N.W., moderate.
Max. 5C (41F).

Rest of Scotland, N.E. England,
Lakes, N. Ireland, L. of Man
Rain at first. Wind S.W., fresh
or strong, veering N. Max. 9C
(48F).

Outlook: Rain. Overnight fog
and frost.

Lighting-up: London 16.24,
Manchester 16.22, Glasgow 16.15,
Belfast 16.30.

HOLIDAY RESORTS

Y-day Mid-day Y-day Mid-day
Aberdeen S 14 43 Jersey C 9 48
Albion S 12 43 Las Palmas S 9 47
Alicante S 12 43 Lloret S 9 47
Amsterdam S 12 43 Mallorca S 13 48
Anvers S 12 43 Marbella S 13 48
Athens S 12 43 Miami S 13 48
Auckland S 12 43 Madrid S 13 48
Bahrain S 12 43 Manila S 13 48
Barcelona S 12 43 Mexico S 13 48
Belfast S 12 43 Moscow S 13 48
Belgrade S 12 43 Monaco S 13 48
Berlin S 12 43 Munich S 13 48
Birmingham S 12 43 New York S 13 48
Bristol S 12 43 Oslo S 13 48
Buenos Aires S 12 43 Oporto S 13 48
Cardiff S 12 43 Paris S 13 48
Cairo S 12 43 Rome S 13 48
Calcutta S 12 43 Reykjavik S 13 48
Canton S 12 43 Rio de Janeiro S 13 48
Cebu S 12 43 San Francisco S 13 48
Chengdu S 12 43 Santiago S 13 48
Colon S 12 43 Sao Paulo S 13 48
Copenhagen S 12 43 Seville S 13 48
Dabul S 12 43 Singapore S 13 48
Dhaka S 12 43 Stockholm S 13 48
Edinburgh S 12 43 Sydney S 13 48
Geneva S 12 43 Taipei S 13 48
Glasgow S 12 43 Tokyo S 13 48
Hankow S 12 43 Toronto S 13 48
Harbin S 12 43 Valencia S 13 48
Hong Kong S 12 43 Warsaw S 13 48
Johannesburg S 12 43 Zurich S 13 48
Kobe S 12 43

Snow Reports: Page 2

Unions hope to ease BSC cost-cutting

BY CHRISTIAN TYLER, LABOUR STAFF

STEEL UNION leaders emerged from a meeting with Mr. Eric Varley, the Industry Secretary, yesterday confident of some Government support for their fight against cost-cutting measures announced by the British Steel Corporation. They say the BSC decision will mean 40,000 redundancies early next year.

The Minister told the unions, representing 220,000 workers that he would convey their fears to the Government, but that he was "not in a position to give the corporation instructions."

Breach alleged

According to Mr. Bill Sims, chairman of the TUC Steel Committee, Mr. Varley was understanding of their view that unilateral withdrawal of the industry's guaranteed-week agreement by BSC would be a breach of procedure that would bring retaliation by the unions. He also felt, said Mr. Sims, that BSC should stick to the timetable given for closure of old, inefficient plants in the review by Lord Beswick, the Industry Minister, accepted by the Government.

Mr. Sims said the unions would meet BSC on Monday, when they were confident of further progress in moderating measures to save up to £170m. a year.

The unions have demanded

that the measures, of which suspension of the guaranteed week, compulsory redundancies and rapid closure of old plant early next year are the main items, must be withdrawn to secure union co-operation in dealing with overmanning.

Yesterday's meeting may mean that far fewer than 40,000 will be at risk, particularly if the "Beswick timetable" is adhered to, Mr. Sims added.

Leaders of the three rail unions were told by Mr. Anthony Crosland, the Environment Secretary, that he would begin discussions with them in February on national transport policy.

The rail unions hoped the promised policy review will modify or reverse what they suspect are drastic plans for reducing the network and quality of service.

Mr. Sidney Weighell, general secretary of the National Union of Railwaymen, said after the meeting yesterday that the Government was seeking to hold investment in the railways to £238m. a year. Whether this was "inflation-proofed" or not, it would lead to a "third-class railway," he said.

The unions would go back to the British Rail Board in the New Year to work out the figures again. "We are going to have a public debate on this—the people will have to make the choice," Mr. Weighell said.

For the first nine months this year, however, steel exports to Europe still amounted to 1,47m. tons or more than the total for the whole of the previous year.

Steel was raised again when a senior EEC official visited Tokyo for the formal opening of the EEC representative office in Japan in October and at the routine EEC-Japan talks in Brussels early this month.

The setting of a 1.22m. tons ceiling for Japanese steel exports to Europe next year means that shipments to the enlarged EEC will be back to the level set for the Six in 1972.

This could have the effect of increasing pressure on Japanese steel makers to export to other major world markets, but there is no sign as yet that restraints in Europe will affect the market situation in the U.S., where Japanese steel exports this year have been running at relatively low levels.

A possible escape route could be China, which has proved a good customer this year and could increase its purchases in 1976 if it has enough foreign exchange. Japanese imports of Chinese oil, which may well rise substantially next year, could be the key factor in enabling China to buy more Japanese steel.

THE LEX COLUMN

Leyland's cash outflow

Index fell 5.6 to 363.7

Leyland insists that production rather than demand is the problem. As a result of its failings here, working capital is currently under budgeted levels, and capital spending this year is going to fall somewhere below the original target of £120m. The group has yet to finalise arrangements with its bankers; and it is clearly not in any immediate need of the first £100m. tranche of the Government's long term loan, the terms and the timing of which have yet to be decided.

But with losses before financing charges running at £37m. in the second half of last year, it is clearly a long way from justifying that kind of money.

British Leyland's pre-tax losses in the year to September are apparently right in line with the Ryder report's (unpublished) projections, and they reveal a sharply deteriorating trend. Losses amounted to £19.8m. in the first-half and £56.8m. in the second — which took in about two-thirds of Innocenti's overall trading loss of £15m., and the start of a severe downturn in profits on trucks and buses. Disclosed for the first time, these totalled £37m. for the year: losses on cars reached £109m.

The £200m. of new equity did

not come through until shortly after the year end, and to judge by the interest charge it looks as though total debt rose during the 12 months from £135m. to £350m. or more. That would tie in with a net cash outflow on trading of £14m., capital spending of £30m. or so, and substantial inflationary demands on working capital. At the same time, the equity base was further eroded by below the line write-offs of £58.6m. on the overseas operations.

These appear to have been greater than feared: at any rate, the Ryder report suggested that debt would rise to 188 per cent. of shareholders' funds by September, whereas the actual figure seems likely to have been upwards of 250 per cent.

The trend in trucks and buses is still declining, although these operations are expected to remain in profits. On cars,

profits are also well up, thanks to volume gains of a couple of points, and last year's revision of milk profit margins. Trading so far in the current half is "very buoyant" and although the rate of growth is likely to be lower compared with a strong six months, the full-year total could be at least £13m., against £9.8m. This indicates a prospective p/e of about 15 at 30p, which still does not look too demanding even after a rise of nearly five times in the share price this year.

After all, Asda, along with Kwik Save, is one of the few food retailers with a clearly successful formula at present which looks capable of continued significant volume growth.

From the shareholders' point of view, the apparent snag is, of course, a prospective yield of just under 1 per cent, covered the ultimate equity, is £1 over ten times on likely 1975-76 following yesterday's 3p fall earnings. Some institutions 20p.

There has been very 1 activity in the Prefers shares, and the institut which underwrote the 1 seen by and large to be 1 ing the management to get

The capitalisation of view, the apparent snag is, of course, a prospective yield of just under 1 per cent, covered the ultimate equity, is £1 over ten times on likely 1975-76 following yesterday's 3p fall earnings. Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.

Some institutions 20p.